

# Vendor Directory

This Vendor Directory alphabetically lists over 1,190 communication hardware, software, and service companies along with their main product lines and a brief summary of corporate statistics. Included are the company

address, phone number, year founded, approximate number of employees, and approximate gross sales. The format of the Directory allows for quick access either by vendor name or product line.

## VENDOR DIRECTORY FEATURES

**Distributed Computer Systems** • This category includes peer-to-peer and hierarchical networks of data processing facilities which distribute computer power and access to sites where it is used, such as IBM's SNA.

**Office Automation Systems** • This category includes all systems which automate general/specific office and typing functions, such as word processing systems.

**PCs/User-Programmable Terminals** • This category includes communicating personal computers and user-programmable standalone or clustered terminal systems for local or distributed applications. A typical user-programmable terminal contains an auxiliary storage device, an operating system, at least one high-level language, and the capability to develop and revise programs via the terminal keyboard.

**PBX/Key Telephone Systems** • This category includes stored program computerized private branch exchange systems that switch voice only or voice and data (and other media such as facsimile and television), and key telephone systems that utilize direct line termination with the public switched network through the telephone company central office (CO), and unlike PBX systems do not include an attendant console; it also includes hybrid key telephone systems containing characteristics of both KTS and PBX systems.

**Other Telephone Equipment** • This category includes automatic call distribution (ACD) systems, call accounting and billing systems, call management systems, call detail recording equipment, etc.

**Alphanumeric Display Terminals/Systems** • This category includes standalone and clustered display terminals equipped with a keyboard for data entry and a communication interface to communicate with a host computer; keyed and received data is displayed on a screen.

**Graphic Display Terminals** • This category includes standalone and terminal systems designed for graphic presentation and equipped with a keyboard and a communication interface to communicate with a host computer. Graphic presentations are displayed on a screen in color or monochrome and typically consist of drawings, histograms, pie charts, etc. Some terminals supplement graphics with alphanumeric data.

**Facsimile Terminals** • This category includes all terminals that transmit images scanned from printed or written documents, and/or print copies of received images. Facsimile terminals typically support both functions and are referred to as **transceivers**.

**Teletypewriter Terminals** • This category includes all terminals equipped with a printer and communications interface that produce printed copies of information received from a host computer or another terminal. The terminals can also be equipped with a keyboard for sending messages or data.

**Batch/RJE Terminals** • This category includes all terminals and terminal systems that transmit and/or receive data formatted in

blocks. RJE terminals, in addition, are able to initiate host processing of jobs entered at the terminal.

**Local Networks** • This category includes all on-premise networks that interconnect terminals, personal computers, computer systems, and peripheral equipment (any single type or combination of these) for resource sharing and intercommunication among attached devices.

**Communication Processors/Packet or Message Switches** • This category includes front-end processors, nodal processors, remote concentrators, packet switches, and communication processors dedicated to message switching.

**Modems & Associated Equipment** • This category includes short-haul (limited-distance) and long-haul modems, modem eliminators/line drivers, channel service units (CSUs), digital service units (DSUs), async/sync converters, and any other associated equipment including cables/connectors.

**Multiplexers** • This category includes frequency division (FDM), time division (TDM), and statistical time division (STDM) multiplexers designed for any transmission medium (coaxial cable, fiber optic cable, voice grade lines, wideband facilities, T1 links, DDS, etc) and for any application.

**Data Switches/Port Selection/Sharing Devices** • This category includes all data circuit switches, port selection devices, and port sharing devices.

**Gateways/PADs/Protocol Converters** • This category includes all products that interconnect networks (gateways), packet assemblers/disassemblers (PADs) for attaching terminals or small computers to packet data networks (PDNs), and hardware/software products that translate protocols.

**Data Encryptors/Decryptors** • This category includes products that encrypt or decipher data transmission to secure sensitive data from unauthorized electronic eavesdropping.

**Data Compressors/Expandors** • This category includes products that compress data transmission through Huffman encoding or other techniques.

**Voice Digitizers/Voice Over Data** • This category includes products that convert analog voice signals to digital transmission (codec) and equipment that combines data transmission and voice on the same transmission medium.

**Communication Test Equipment** • This category includes all forms of digital and analog communication test equipment, such as protocol analyzers/line monitors, breakout boxes, bit/block error rate testers (BERT/BLERT), FOX message generators, analog signal parameter measurement equipment, etc.

**Patching/Switching Equipment** • This category includes all types of equipment for patching or switching analog or digital communication lines; includes VF, video, digital, and TTY current-loop patch panels and switch panels; individual jacks, patch, and switch modules; and patch cords and cables, connectors, and adapters.

## Vendor Directory

**Network Control & Management/Performance Monitor Systems** • This category includes standalone systems for network surveillance, failure diagnosis and isolation, and remedial recovery; management reporting on line utilization, line or device outage statistics, trouble tickets, etc; and network performance measurement.

**Carrier Services** • This category includes common carrier transmission facilities for narrowband, voiceband, broadband, and digital services provided by common carriers such as AT&T Communications, ITT, Western Union, etc. It **does not** include carriers with value-added services.

**Value-Added Networks** • This category includes all transmission facilities with value-added services, principally public packet data networks (PDNs) like those provided by AT&T Information Systems (Net 1000), GTE Telenet, Tymnet, and Uninet.

**Electronic or Voice Mail/Facsimile Services** • This category includes all carrier services for electronic mail such as MCI Mail, voice store-and-forward, and facsimile transmission.

**Satellite Equipment** • This category includes all products for satellite transmission such as satellite delay compensators, transmission/reception equipment, antennas, etc.

**Fiber Optic Equipment** • This category includes all equipment for light wave communication over fiber optic cables; it includes modems, multiplexers, fiber optic cable, interfaces, etc.

**Communication Software** • This category includes all software products dedicated to communication and network support.

**Communication Consultants/Contractors** • This category includes all companies that provide communication consulting and contractual services for private networks, such as network planning, development, implementation, management, and maintenance services. It also includes those companies providing shared tenant services.

**Sales/Leasing Firm** • This category includes all independent sales organizations (ISOs) such as dealers, distributors, and OEMers which supply manufactured equipment to end users, and in many cases provide maintenance.

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## Vendor Directory

COMPANY	Address	Telephone Number	Year Founded	Number of Employees (K=1,000)	Gross Sales (K=\$1,000; M=\$1,000,000)
1 A. Q. Systems	1736 Front St., Yorktown Heights, NY 10598	914-962-4264	1975	20—	\$ 1M— 1
2 A.I.C.S. Research	P.O. Box 4691, University Park, NM 88003	505-526-6842	1975	50—	\$ 2M+ 2
3 A.S.J. Support Services	Bldg 700, 115 Palm Bay Rd, Palm Bay, FL 32905	305-723-7673	1979	20+	\$ 2M— 3
4 Able Computer	1732 Reynolds Ave., Irvine, CA 92714	714-979-7030	1975	200+	\$ 25M+ 4
5 ACC	720 Santa Barbara St, Santa Barbara, CA 93101	805-963-9431	1976	100+	\$ 7M+ 5
6 ACCORD Computer	2021-113 Business Center Dr, Irvine, CA 92715	714-851-3932	1983	10+	\$ 2M+ 6
7 AccuSoft	126 Alto St., San Rafael, CA 94901	415-459-7540	1980	10—	\$ 1M— 7
8 Acquis Communications	17192 Gillette, Irvine, CA 92714	714-545-3732	1981	10+	\$ ---- 8
9 Action Communication Systems	4401 Beltwood Pkwy., S, Dallas, TX 75234	214-386-3500	---	---	\$ 100K— 9
10 Action Computer Enterprise	430 N. Halstead St., Pasadena, CA 91107	213-351-5451	1978	50+	\$ 7M+ 10
11 ADAC	70 Tower Office Park, Woburn, MA 01801	617-935-6668	1974	50+	\$ 6M+ 11
12 Adage	One Fortune Dr., Billerica, MA 01821	617-667-7070	1957	500+	\$ 36M— 12
13 ADC/Magnetic Ctrls Datacomm Div.	4900 West 78th St., Minneapolis, MN 55435	612-835-6800	1934	2K—	\$ 82M— 13
14 The Adesse Corp.	150 Tackora Trail, Ridgefield, CT 06877	203-431-3071	1981	10—	\$ 1M+ 14
15 ADP Autonet	175 Jackson Plaza, Ann Arbor, MI 48106	313-769-6800	1982	100—	\$ 10M+ 15
16 ADS	128 Rumson Rd., Massapequa, NY 11758	516-798-3119	1967	10—	\$ 1M— 16
17 Advanced Computer Techniques	16 East 32nd. St., New York, NY 10016	212-696-3600	1962	500—	\$ 20M+ 17
18 Advanced Digital	5432 Production Dr., Huntington Beach, CA 92649	714-891-4004	1980	50—	\$ 5M+ 18
19 Advanced Electronics Design	440 Potrero Ave., Sunnyvale, CA 94086	408-733-3555	1970	100+	\$ 15M+ 19
20 Advanced Micro Techniques	1291 E. Hillsdale Blvd, Foster City, CA 94404	415-349-9336	1977	10+	\$ 200K+ 20
21 Advanced Technology	1550 Northwest Hwy., Park Ridge, IL 60068	312-824-8656	---	10—	\$ 100K+ 21
22 Air Land Systems	2710 Prosperity Ave., Fairfax, VA 22031	703-573-1100	1969	20+	\$ 3M+ 22
23 Alden Electronics	Washington St., Westborough, MA 01581	617-366-8851	1946	100+	\$ 13M+ 23
24 Allinson-Ross	4291 Village Ctr Ct, Mississauga, Ont L4Z 1Z2	416-848-2030	1974	10+	\$ 1M+ 24
25 Allston Group	P.O. Box 831557, Richardson, TX 75083	214-235-1631	1982	---	\$ ---- 25
26 Alpha Information Systems	800 San Antonio Rd., Palo Alto, CA 94303	415-494-6221	1979	10+	\$ 2M+ 26
27 Alpha Micro	17332 Von Karman, Irvine, CA 92713	714-957-8500	1977	200+	\$ 29M+ 27
28 Alpha Software	30 B St., Burlington, MA 01803	617-229-2924	1981	50—	\$ 3M— 28
29 Alspa Computer	477 Division St., Campbell, CA 95008	408-429-3000	1981	20+	\$ 3M— 29
30 Altos Computer Systems	2641 Orchard Pkwy., San Jose, CA 95134	408-946-6700	1977	500—	\$ 75M+ 30
31 Amdahl	1250 E. Arques Ave., Sunnyvale, CA 94086	408-746-6000	1970	7K—	\$ 462M+ 31
32 Amdahl Communications Systems	2500 Walnut Ave., Marina del Rey, CA 90291	213-822-3202	1969	500+	\$ 462M+ 32
33 AMDAX	160 Wilbur Place, Bohemia, NY 11716	516-567-7887	1973	100+	\$ ---- 33
34 Amdek	2201 Lively Blvd, Elk Grove Village, IL 60007	312-364-1180	1977	50—	\$ 50M+ 34
35 Amecom	5115 Calvert Rd., College Park, MD 20740	301-864-5600	1964	2K—	\$ 100M+ 35
36 Americable	7161 Shady Oak Rd., Minneapolis, MN 55344	612-944-8880	1981	10+	\$ ---- 36
37 American Cable Supply	4075 NE 5th Terr., Ft. Lauderdale, FL 33334	305-561-2225	1983	20+	\$ ---- 37
38 American Communications	180 Roberts St., East Hartford, CT 06108	203-289-3491	1979	20+	\$ 1M+ 38
39 American Computer Hardware	2205 S. Wright St., Santa Ana, CA 92705	714-549-2688	1979	20+	\$ ---- 39
40 American Datacom	1844 Carnegie Ave., Santa Ana, CA 92705	714-540-8553	---	---	\$ 100K— 40
41 American Fiber Optic	1196 E. Willow St., Signal Hill, CA 90806	213-420-1001	1979	20+	\$ 200K+ 41
42 American Laser Systems	106 Fowler Rd., Goleta, CA 93117	805-967-0423	1968	10+	\$ 1M— 42
43 American Satellite	1801 Research Blvd., Rockville, MD 20850	301-251-8333	1972	200+	\$ ---- 43
44 American Telecom	3190 Mira Loma Ave., Anaheim, CA 92806	714-630-7721	1976	500+	\$ 31M+ 44
45 AMNET	101 Morse St., Watertown, MA 02172	617-923-1850	1969	100—	\$ 10M+ 45
46 AMP	P.O. Box 3608, Harrisburg, PA 17105	717-564-0100	1941	20K—	\$ 999M+ 46
47 Ampex	10435 N. Tantau Ave., Cupertino, CA 95014	213-640-0150	1975	1K+	\$ 158M+ 47
48 Analytics	2500 Maryland Rd., Willow Grove, PA 19090	215-657-4100	1967	200+	\$ ---- 48
49 Anchor Systems	15606 Northeast 8th St., Bellevue, WA 98008	206-644-7111	1979	10—	\$ 200K+ 49
50 Anderson Jacobson	521 Charcot Ave., San Jose, CA 95131	408-263-8520	1967	500+	\$ 53M+ 50

## Vendor Directory

	Distributed Systems	Office Automation	PCs/User-Programmable Terminals	Other Telephone Systems	PBX/Key Telephone Terminals	Alpha Display Terminals	Graphic Display Terminals/Systems	Facsimile Terminals	Tapeprinter Terminals	Batch/RE Terminals	Local Networks	Comm Proc./Packet or Message Switchs	Modems & Assoc. Equipment	Multiplezers	Data Switches/Port Selectors	Gateways/PADs/Protocol Converters	Data Encryptrors/Decryptrors	Voice Digitizers/VOD	Communications Test Equipment	Patching/Switching Equipment	Network Control/Mgmt./Perf. Systems	Carrier Services	Value-Added Networks	Electronic/Voice Mail & Fax Serv	Satellite Equipment	Fiber Optic Equipment	Communication Software	Com/Consult/Contractors
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## Vendor Directory

COMPANY	Address	Telephone Number	Year Founded	Number of Employees (K=1,000)	Gross Sales (K=\$1,000, M=\$1,000,000)	
					1977	1978
1 Andromeda Systems	9000 Eton Ave., Canoga Park, CA 91304	213-709-7600	1977	20+	\$ 3M+	1
2 ANDROTEK/dmi	5589 Westerville Rd., Westerville, OH 43081	614-882-7821	1972	20+	\$ 1M+	2
3 Ann Arbor Terminals	6175 Jackson Rd., Ann Arbor, MI 48103	313-663-8000	1970	50+	\$ 6M+	3
4 APF Electronics	1501 Broadway, New York, NY 10036	212-869-1960	1968	200+	\$ 30M+	4
5 APH Technology Consulting	285 W. Green St., Pasadena, CA 91105	213-796-0331	1973	50+	\$ 1M+	5
6 Apollo Computer	15 Elizabeth Dr., Chelmsford, MA 01824	617-256-6600	1980	1K+	\$ 50M+	6
7 Apple Computer	20525 Mariani Ave., Cupertino, CA 95014	408-996-1010	1977	3K+	\$ ---	7
8 Aplicon	32 Second Ave., Burlington, MA 01803	617-272-7070	1969	1K+	\$ ---	8
9 Applied Data Research	Rt. 206 & Orchard Rd., Princeton, NJ 08540	201-874-9000	1959	1K-	\$ 80M+	9
10 Applied Digital Data Systems	100 Marcus Blvd., Hauppauge, NY 11788	516-231-5400	1969	500+	\$ 60M+	10
11 Applied Dynamics International	3800 Stone School Rd., Ann Arbor, MI 48104	313-973-1300	1957	200-	\$ ---	11
12 Applied Electronics	636 Logan, Helena, MT 59601	406-442-6665	1977	10+	\$ 500K-	12
13 Applied Information Systems	500 Eastowne Dr., Chapel Hill, NC 27514	919-942-7801	1972	---	\$ ---	13
14 Applitek	107 Audubon Rd., Wakefield, MA 01880	617-246-4500	1982	50-	\$ ---	14
15 ARC Automation	P.O. Box 1009, Bryan, TX 77801	713-693-6122	1962	500+	\$ ---	15
16 Ardent Computer Products	145 Palisades St., Dobbs Ferry, NY 10522	914-693-6900	1980	50+	\$ 2M+	16
17 Aristo Graphic	5 Emery Ave., Randolph, NJ 07869	201-366-7000	1971	20-	\$ ---	17
18 ARK Electronic Products	325 W. Hibiscus Blvd., Melbourne, FL 32901	305-724-5260	1973	100+	\$ 12M+	18
19 Arrigoni Computer Graphics	170 Knowles Dr., Los Gatos, CA 95030	408-370-1400	1979	50-	\$ ---	19
20 Artec Electronics	605 Old County Rd., San Carlos, CA 94070	415-592-2740	1972	20+	\$ 1M+	20
21 Artel Communications	93 Grand St., Worcester, MA 01610	617-752-5690	1981	50+	\$ ---	21
22 Articulate Computers	2925 College Ave., Costa Mesa, CA 92626	714-546-8205	1982	10+	\$ 5M+	22
23 AST Research	2121 Alton Ave., Irvine, CA 92714	714-863-1333	1981	200-	\$ 35M+	23
24 Astrocom	120 W. Plato Blvd., St. Paul, MN 55107	612-227-8651	1968	100+	\$ 6M+	24
25 Astronautics Corp. of America	4115 N. Teutonia Ave., Milwaukee, WI 53209	414-447-8200	1959	1K+	\$ 77M+	25
26 AT&T Communications	295 North Maple Ave., Basking Ridge, NJ 07921	201-221-2000	---	---	\$ ---	26
27 AT&T Information Systems	One Speedwell Ave., Morristown, NJ 07960	201-898-3278	1983	99K+	\$ ---	27
28 AT&T Teletype	5555 Touhy Ave., Skokie, IL 60077	312-982-2000	1907	5K+	\$ 368M+	28
29 Atari	1312 Crossman, Sunnyvale, CA 94086	408-942-6500	---	---	\$ 100K-	29
30 Atlantic Research	7401 Boston Blvd., Springfield, VA 22153	703-644-9000	1949	2K-	\$ 100M+	30
31 ATV Systems	2921 S. Daimler St., Santa Ana, CA 92705	714-546-0119	1971	500+	\$ 70M+	31
32 Audre	3901 Westerly Place, Newport Beach, CA 92660	714-476-2217	1982	10+	\$ 2M-	32
33 Auragen Systems	Two Executive Dr., Fort Lee, NJ 07024	201-461-3400	1981	100+	\$ ---	33
34 Auscom	2007 Kramer La., Austin, TX 78758	512-836-8080	1980	10+	\$ 2M+	34
35 Autek Systems	3200 Coronado Dr., Santa Clara, CA 95051	408-496-0400	1973	100+	\$ ---	35
36 Auto-Trol Technology	12500 N. Washington St., Denver, CO 80233	303-452-4919	1962	500+	\$ 50M+	36
37 Autocontrol	11400 Dorsett Rd., St. Louis, MO 63043	314-739-0055	1970	20+	\$ 5M+	37
38 Automated Business Centers	10205 Oasis Dr., San Antonio, TX 78216	512-349-3190	1969	20-	\$ 1M-	38
39 Automated Computer Systems	2361 E. Foothill Blvd., Pasadena, CA 91107	213-449-0616	1972	---	\$ ---	39
40 Automatic Terminal Info Systems	2140 Wirtcrest, Houston, TX 77064	713-688-4256	1973	10-	\$ 2M-	40
41 Avanti Communications	Aquidneck Industrial Park, Newport, RI 02840	401-849-4660	1976	100-	\$ 8M+	41
42 Avatar Technologies	99 South St., Hopkinton, MA 01748	617-435-6872	1981	50+	\$ ---	42
43 Axios Products	2364 Middle Country Rd., Centereach, NY 11720	516-588-5461	1976	20+	\$ 2M+	43
44 Axlon	70 Daggett Dr., San Jose, CA 95134	408-945-0500	1980	50-	\$ 5M+	44
45 Axxa	301 Rt. 17, N, Rutherford, NJ 07070	201-933-2111	1983	---	\$ 6M+	45
46 Aydin Computer Systems	401 Commerce Dr., Fort Washington, PA 19034	215-643-0600	1980	100+	\$ 10M+	46
47 Aydin Controls	414 Commerce Dr., Fort Washington, PA 19034	215-542-7800	1967	500-	\$ 30M+	47
48 Aztek	23265 S. Point Dr., Laguna Hills, CA 92653	714-770-8406	1979	20+	\$ 5M+	48
49 Azurdata	4102-148th Ave., NE, Redmond, WA 98052	206-881-5100	1972	100+	\$ 10M+	49
50 Backus Data Systems	1440 Koll Circle, San Jose, CA 95112	408-279-8711	1974	20-	\$ 2M-	50

## Vendor Directory

	Distributed Systems	Office Automation	PCs/User-Programmable Terminals	Other Telephone Systems	Alpha Display Terminals/Systems	Graphic Display Terminals/Systems	Facsimile Terminals	Batch/RTG Terminals	Local Networks	Comm Proc./Packet or Message Switchs	Modems & Assoc Equipment	Data Switches/Port Selectors	Gateways/PADs/Protocol Converters	Data Encryptions/Decryptions	Voice Digitizers/YOD	Communications Test Equipment	Patching/Switching Equipment	Network Control/Mgmt/Perf Systems	Carrier Services	Value-Added Networks	Electronic Voice Mail & Fax Serv	Satellite Equipment	Fiber Optic Equipment	Communication Software	Comm Consult/Leasing Firm
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## Vendor Directory

COMPANY	Address	Telephone Number	Year Founded	Number of Employees (K=1,000)	Gross Sales (K=\$1,000; M=\$1,000,000)
1 Barr Systems	2500 Blue Ridge Rd., Raleigh, NC 27607	919-782-4462	1978	---	\$ --- 1
2 Barrister Information Systems	45 Oak St., 1 Tech Center, Buffalo, NY 14203	716-845-5010	1968	200+	\$ 18M+ 2
3 Basic Telecommunications	4414 E. Harmony Rd., Fort Collins, CO 80525	303-226-4688	1979	---	\$ --- 3
4 Basis	5435 Scotts Valley, Scotts Valley, CA 95066	408-438-5804	1980	---	\$ --- 4
5 BBN Communications	70 Fawcett, Cambridge, MA 02238	617-497-2800	1979	500+	\$ --- 5
6 Beck	303 Slocum Ave., Dept. DS1, Neptune, NJ 07753	201-922-3579	1977	---	\$ 1M+ 6
7 Beehive	4910 Amelia Erhrt Dr., Salt Lake City, UT 84125	501-355-6000	1968	500-	\$ 40M+ 7
8 BEJED	4824 Northeast 42nd, Portland, OR 97218	503-281-8153	1972	10-	\$ 200K+ 8
9 Belden	2000 S. Batavia Ave., Geneva, IL 60134	312-232-8900	1902	---	\$ --- 9
10 Bell & Howell	300 Sierra Madre Villa, Pasadena, CA 91109	213-796-9381	1955	500+	\$ 50M+ 10
11 Bell & Howell Interactive Comm	7100 N. McCormick Rd., Chicago, IL 60645	312-673-3300	---	---	\$ 100K- 11
12 Betacom	245 E. 6th St., Suite 814, St. Paul, MN 55101	612-292-8273	1979	20+	\$ 4M+ 12
13 BGL Technology	19151 Parthenia St., Northridge, CA 91324	213-349-5905	1976	10-	\$ 1M+ 13
14 Billings Computer	18600 East 37th Terr., Independence, MO 64055	816-373-0000	1976	100+	\$ 4M+ 14
15 BIZCOMP	532 Weddell Dr., Sunnyvale, CA 94089	408-745-1616	1978	---	\$ --- 15
16 Black Box Catalog	Mayview Rd. at Park Dr., Pittsburgh, PA 15241	412-746-2910	1976	100+	\$ 22M+ 16
17 Blackhawk Computer System	426 West 2nd St., Davenport, IA 52801	319-323-7857	1979	20-	\$ 1M- 17
18 bo-sherrel	36133 Niles Blvd., Fremont, CA 94536	415-792-0354	1976	10-	\$ 2M- 18
19 Boeing	20403 68th St., Kent, WA 98031	206-773-2121	---	18K+	\$ --- 19
20 Boeing Computer Services	7980 Gallows Court, Vienna, VA 22180	703-821-6200	1970	8K+	\$ 171M+ 20
21 Braegeen	525 Los Coches St., Milpitas, CA 95035	408-255-4200	1976	500-	\$ --- 21
22 Breeze-Illinois	Main & Agard, Wyoming, IL 61491	309-695-2511	1963	100+	\$ 10M+ 22
23 Broadband Systems	807 Grundy Ave., Holbrook, NY 11741	516-585-1512	1978	20+	\$ 1M+ 23
24 Broomall Industries	700 Abbott Dr., Broomall, PA 19008	215-328-1040	1972	50-	\$ 4M- 24
25 BTI Computer Systems	870 W. Maude Ave., Sunnyvale, CA 94086	408-733-1122	1968	200+	\$ 24M+ 25
26 Bunker Ramo Information Systems	35 Nutmeg Dr., Trumbull, CT 06609	203-386-2000	1928	2K-	\$ 100M+ 26
27 Burroughs	Burroughs Place, Detroit, MI 48232	313-972-7000	1886	62K+	\$ 999M+ 27
28 Business Application Systems	7334 Chapel Hill Rd., Raleigh, NC 27607	919-851-8512	1977	20+	\$ 2M+ 28
29 ButtonWare	P.O. Box 5786, Bellevue, WA 98006	206-746-4296	1982	10-	\$ --- 29
30 Bytec- Comterm	8 Colonnade Rd., Ottawa, Ontario, CD K2E 7M6	613-226-7013	1973	100+	\$ --- 30
31 Bytex	2 California Ave., Framingham, MA 01701	617-879-5050	1981	50+	\$ 5M+ 31
32 Bytronix	2701 E. Chapman Ave., Fullerton, CA 92631	714-871-8763	1977	20+	\$ 5M- 32
33 C & W Incotel	1 Penn Plaza, New York, NY 10119	212-594-8340	1970	50-	\$ 4M+ 33
34 C. Itoh Electronics	5301 Beethoven St., Los Angeles, CA 90066	213-306-6700	1973	100+	\$ --- 34
35 Cablesshare	20 Enterprise Dr., London, Ont N6A 4L6	519-686-2900	1973	100+	\$ 8M+ 35
36 Cado Systems	2055 West 190th St., Torrance, CA 90510	213-323-8170	1973	200+	\$ 50M+ 36
37 CAE Systems	1333 Bordeaux Dr., Sunnyvale, CA 94089	408-745-1440	1981	50+	\$ --- 37
38 CalComp	2411 W. La Palma Ave., Anaheim, CA 92801	714-821-2011	1958	2K-	\$ 436M+ 38
39 California Computer Group	3303 Harbor Blvd., Costa Mesa, CA 92626	714-966-1661	1980	20-	\$ 10M+ 39
40 California Computer Systems	250 Caribbean Dr., Sunnyvale, CA 94089	408-734-5811	1979	100+	\$ 12M+ 40
41 Call Computer	1961 Old Middlefield, Mountain View, CA 94043	415-964-5331	1971	20-	\$ 200K+ 41
42 Callan Data Systems	2645 Townsgate Rd., Westlake Village, CA 91361	805-497-6837	1980	50+	\$ --- 42
43 Calma	2901 Tasman, Santa Clara, CA 95050	408-748-9600	1964	2K-	\$ 63M+ 43
44 Cambex	360 Second Ave., Waltham, MA 02154	617-890-6000	1968	100+	\$ 8M+ 44
45 Cambridge Development Lab	36 Pleasant St., Watertown, MA 02172	617-926-0869	1980	10+	\$ --- 45
46 Cambridge Digital Systems	65 Bent St., Cambridge, MA 02139	617-491-2700	1971	20+	\$ 10M+ 46
47 Cameo Electronics	1626 Clementine, Anaheim, CA 92802	714-535-1682	1980	20+	\$ 3M- 47
48 Cameron Computers	29 Goodway Dr., Rochester, NY 14623	716-473-4590	1976	20+	\$ 6M+ 48
49 Campbell Scientific	P.O. Box 551, Logan, UT 84321	801-753-2342	1974	50-	\$ 3M+ 49
50 Canoga Data Systems	21218 Vanowen St., Canoga Park, CA 91303	213-888-2003	1968	100+	\$ 5M+ 50

## Vendor Directory

	Distributed Systems	Office Automation	PCs/User-Programmable Terminals	Other Telephone Systems	Alpha Display Terminals/Systems	Graphic Display Terminals/Terminals	Facsimile Terminals	Batch/RJ45 Terminals	Local Networks	Comm Proc./Packet or Message Switches	Modems & Assoc. Equipment	Data Switches/Port Selectors	Gateways/PADs/Protocol Converters	Data Encoders/Decoders	Voice Digitizers/VOD	Communications Test Equipment	Patching/Switching Equipment	Carrier Services/Networks	Electronic/Voice Mail & Fax Svcs	Satellite Equipment	Fiber Optic Equipment	Comm Equipment Software	Sales/Leasing Firm
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47	-----	-----	●	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	47
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## Vendor Directory

COMPANY	Address	Telephone Number	Year Founded	Number of Employees (K=1,000)	Gross Sales (K=\$1,000; M=\$1,000,000)	
					1	2
1 Canon	One Canon Plaza, Lake Success, NY 11042	516-488-6700	1955	2K—	\$770M+	1
2 Canstar Communications	1240 Ellesmere Rd., Scarborough, Ont M1P 2X4	416-293-9722	1977	50—	\$ 8M+	2
3 Cardamation	P.O. Box 746, Frazer, PA 19355	215-647-8260	1973	20+	\$ 1M+	3
4 Carney Associates	6000 A Broad St., Richardmond, VA 23230	804-288-8341	1978	10—	\$ 200K+	4
5 Carterfone Communications	1111 W. Mockingbird Lane, Dallas, TX 75247	214-630-9700	1967	500—	\$ 30M+	5
6 Casio	15 Gardner Rd., Fairfield, NJ 07006	201-575-7400	1970	200—	\$ ---	6
7 Cawthon Scientific Group	24224 Michigan Ave., Dearborn, MI 48124	313-565-4000	1961	---	\$ ---	7
8 Centec	11260 Roger Bacon Dr., Reston, VA 22090	703-471-6300	1975	100—	\$ 10M+	8
9 Centigram	1362 Borregas Ave., Sunnyvale, CA 94089	408-734-3222	1977	50—	\$ ---	9
10 Centram Systems	Sleepy Hollow, R.D. No. 2, Etters, PA 17319	717-763-1198	1982	10—	\$ 1M+	10
11 Centronic	1101 Bristol Rd., Mountainside, NJ 07092	201-233-7200	1946	10+	\$ 1M+	11
12 Century Analysis	114 Center Ave., Pacheco, CA 94553	415-680-7800	1975	100—	\$ 10M+	12
13 Century Computer	14453 Gillis Rd., Dallas, TX 75234	214-233-3238	1973	50—	\$ 2M—	13
14 Cermetek Microelectronics	1308 Borregas Ave., Sunnyvale, CA 94089	408-734-8150	1968	100+	\$ ---	14
15 CGX	42 Nagog Park, Acton, MA 01720	617-263-3222	1981	50+	\$ ---	15
16 Chancellor	31 Milk St., Boston, MA 02109	617-482-8726	1977	50—	\$ ---	16
17 Channel Systems International	923 Olive St., Santa Barbara, CA 93101	805-963-8694	1979	10—	\$ 1M+	17
18 Charles River Data Systems	4 Tech Circle, Natick, MA 01760	617-655-1800	1973	100—	\$ 6M+	18
19 Cherry Electrical Products	3600 Sunset Ave., Waukegan, IL 60085	312-662-9200	1953	3K—	\$ 90M+	19
20 Chesil Consultants	6910 Courageous Circle, Burke, VA 22015	703-569-8767	1976	10—	\$ 100K—	20
21 Chi	26055 Emery Rd., Cleveland, OH 44128	216-831-2622	1968	20+	\$ 3M+	21
22 Chrislin Industries	31352 Via Colinas, Westlake Village, CA 91362	213-991-2254	1975	50—	\$ 10M+	22
23 Chromatics	2558 Mountain Ind Blvd., Tucker, GA 30084	404-493-7000	1976	---	\$ ---	23
24 Chronometrics	9155 Brookville Rd., Silver Spring, MD 20910	301-587-3507	1979	10—	\$ 1M—	24
25 Chung Telecommunications	4046 Ben Lomond Dr., Palo Alto, CA 94306	415-858-2456	---	---	\$ 100K—	25
26 CIE Terminals	2505 McCabe Way, Irvine, CA 92713-6272	714-660-1421	1980	100—	\$ 50M+	26
27 Cincom Systems	2300 Montana Ave., Cincinnati, OH 45211	513-662-2300	1968	1K—	\$ 54M+	27
28 Clyde Digital Systems	3707 N. Canyon Rd., Suite 3E, Provo, UT 84604	801-224-5306	1977	20—	\$ ---	28
29 CNCP Telecommunications	3300 Bloor St., W., Toronto, Ont M8X 2W9	416-232-6050	1980	4K+	\$ 330M+	29
30 Coastcom	2312 Stanwell Dr., Concord, CA 94520	415-825-7500	1968	100+	\$ 6M+	30
31 Cobar	2570 E. Cerritos Ave., Anaheim, CA 92806	714-937-1954	1980	10+	\$ 2M—	31
32 Codar Technology	1428 Florida Ave., Longmont, CO 80501	303-776-0472	1980	10—	\$ 1M+	32
33 Codata Systems	285 N. Wolfe Rd., Sunnyvale, CA 94086	408-735-1744	1979	50—	\$ 9M+	33
34 Codex	20 Cabot Blvd., Mansfield, MA 02048	---	1962	3K+	\$ 200M+	34
35 Coherent Communications	60 Commerce Dr., Hauppauge, NY 11788	516-231-1550	1968	200+	\$ 10M+	35
36 Collins International Trading	5740 Corsa Ave., Westlake Village, CA 91361	213-706-8300	1982	---	\$ ---	36
37 Colonial Data Services	105 Sanford St., Hamden, CT 06514	203-288-2524	1980	20—	\$ 2M+	37
38 Colorgraphic Communications	2379 John Glenn Dr., Atlanta, GA 30366	404-455-3921	1981	20+	\$ ---	38
39 Columbia Data Products	9150-D Rumsey Rd., Columbia, MD 21045	301-992-3400	1975	500+	\$ 10M+	39
40 Com/Tech Systems	505 Eighth Ave., New York, NY 10018	212-594-5377	1969	10—	\$ 200K+	40
41 Comark	93 West St., P.O. Box 474, Medfield, MA 02052	617-359-8161	1975	50+	\$ 3M+	41
42 ComData	7900 N. Nagle Ave., Morton Grove, IL 60053	312-470-9600	1968	50+	\$ ---	42
43 ComDesign	751 S. Kellogg Ave., Goleta, CA 93117	805-964-9852	1977	100+	\$ ---	43
44 Comm-Pro Associates	121 W. Torrance Blvd., Redondo Beach, CA 90277	713-376-1344	1973	10—	\$ 1M+	44
45 Commercial Data	5100 NW 9th Ave., Ft. Lauderdale, FL 33309	305-491-5121	1981	10—	\$ 100K+	45
46 Commodore Business Machines	1200 Wilson Dr., West Chester, PA 19380	215-431-9100	1976	1K+	\$ 126M+	46
47 Communication Cables & Conn	8255 Black Run Rd., Nashport, OH 43480	614-828-2468	1973	50—	\$ 3M+	47
48 Communications Cable	1252 Diamond Way, Concord, CA 94520	415-827-2808	1977	20+	\$ 1M+	48
49 Communications Controls	6200 Gulf Freeway, Houston, TX 77023	713-644-9094	1978	10+	\$ 1M+	49
50 Communications Diagnostic Sys	P.O. Box 706, Falls Church, VA 22046-0706	703-533-0483	1975	---	\$ ---	50

## Vendor Directory

	Distributed Systems	Office Automation	PCs/User Programmable Terminals	Other Telephone Systems	Alpha Display Terminals	Graphic Display Terminals/Systems	Facsimile Terminals	Teletypewriter Terminals	Batch/RJ Terminals	Local Networks	Comm Proc./Packet or Message Switches	Modems & Assoc. Equipment	Multiplexers/Port Selectors	Gateways/PADs/Protocol Converters	Data Encrypors/Decrypors	Data Compresors/Expander	Voice Digitizers/VOD	Communications Test Equipment	Patching/Switching Equipment	Network Control/Mgmt/Perf. Systems	Carrier Services	Value Added Networks	Electronic/Voice Mail & Fax Serv	Satellite Equipment	Fiber Optic Equipment	Comm Consult/Software	Sales/Leasing Firms	
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## Vendor Directory

COMPANY	Address	Telephone Number	Year Founded	Number of Employees (K=1,000)	Gross Sales (K=\$1,000; M=\$1,000,000)
1 Communications Research	1720-130th Ave., NE, Bellevue, WA 98005	206-881-2661	1975	20+	\$ 200K+
2 Communications Research Group	8939 Jefferson Hwy., Baton Rouge, LA 70809	504-923-0888	1980	20-	\$ ----
3 Communications Signalling	7844 Lankershim Blvd., N Hollywood, CA 91605	213-765-5511	1969	20+	\$ 100K+
4 Compal Computer Systems	8500 Wilshire Blvd., Beverly Hills, CA 90211	213-652-2263	1976	20+	\$ ----
5 Companion Computer	7404 Wash. Ave., S, Eden Prairie, MN 55344	612-944-5022	1983	10+	\$ ----
6 Complexx Systems	4930 Research Dr., Huntsville, AL 35805	205-830-4310	1982	20+	\$ ----
7 Compre Comm	3200 Farber Dr., Champaign, IL 61821	217-352-2477	1977	50+	\$ 5M-
8 Compression Labs	2305 Bering Dr., San Jose, CA 95131	408-946-3060	1976	50+	\$ 10M+
9 Compucorp	2211 Michigan Ave., Santa Monica, CA 90409	213-829-7453	1969	500-	\$ 40M+
10 CompuPro	3506 Breakwater Ct., Hayward, CA 94545	415-786-0909	1973	100-	\$ ----
11 CompuServe	5000 Arlington Ctr Blvd., Columbus, OH 43220	614-457-8600	1969	500+	\$ 37M+
12 Computalker Consultants	1730 21st St., Santa Monica, CA 90404	213-828-6546	1976	10-	\$ 100K+
13 Compute-R-Systems	5165 Campus Dr., Plymouth Meeting, PA 19462	215-825-7500	1969	200-	\$ 7M+
14 Computek	63 Second Ave., Burlington, MA 01803	617-272-8100	1969	50-	\$ 4M+
15 Computer Automation Commrci Sys	1800 Jay E11 Dr., Richardson, TX 75081	214-783-0993	1975	1K+	\$ 68M+
16 Computer Automation Naked Mini	18651 Von Karman, Irvine, CA 92713	714-833-8830	1967	1K-	\$ 75M+
17 Computer Cable & Products	147 Gazza Blvd., Farmingdale, NY 11735	516-293-1610	1970	100+	\$ 5M+
18 Computer Communications	2610 Columbia St., Torrance, CA 90503	213-320-9101	1966	200-	\$ 11M+
19 Computer Communications Specsts	6683 Jimmy Carter Blvd., Norcross, GA 30071	404-441-3114	1977	50-	\$ 3M+
20 Computer Curriculum	1070 Arastradero Rd., Palo Alto, CA 94304	415-494-8450	1967	200-	\$ 18M+
21 Computer Data Systems	3301 W. Hampden Ave., Englewood, CO 80110	303-762-1640	1973	20-	\$ ----
22 Computer Designed Systems	10911 Olson Mem. Hwy., Minneapolis, MN 55441	612-545-2855	1969	50+	\$ 3M-
23 Computer Development	151 Shipyard Way, Newport Beach, CA 92663	714-675-1470	1977	50+	\$ 4M-
24 Computer Devices	25 North Ave., Burlington, MA 01803	617-273-1550	1969	200+	\$ 20M+
25 Computer Enhancement	3189 E. Airway Ave., Costa Mesa, CA 92626	714-754-0521	1975	20+	\$ 2M+
26 Computer Language Research	2395 Midway Rd., Carrollton, TX 75006	214-934-7000	1964	1K+	\$ 69M-
27 Computer Maintenance Tech	6060 West 91st Ave., Westminster, CO 80030	303-430-0857	1978	10-	\$ 1M-
28 Computer Projects	Four Seasons Exec Ctr, Greensboro, NC 27403	919-292-4820	1968	20+	\$ 4M-
29 Computer Research	5161 Ward Rd., Wheat Ridge, CO 80033	303-421-0644	1967	20+	\$ 4M-
30 Computer Sciences	650 N. Sepulveda Blvd., El Segundo, CA 90245	213-615-0311	1959	14K+	\$ 695M-
31 Computer Software Unlimited	1806 Malabar Dr., Memphis, TN 38138	901-754-8332	1975	10-	\$ 200K-
32 Computer Systems	26401 Harper Ave., St. Clair Shores, MI 48081	313-779-8700	---	---	\$ 100K-
33 Computer Talk	2800 S. Rooney Rd., Morrison, CO 80465	303-697-5485	1972	20+	\$ 1M-
34 Computer Transceiver Systems	East 66 Midland Ave., Paramus, NJ 07652	201-261-6800	1968	100+	\$ 6M+
35 The Computerist	34 Chelmsford St., Chelmsford, MA 01824	617-256-3649	1976	20-	\$ 1M-
36 Computerm	100 Wood St., Pittsburgh, PA 15222	412-391-7804	1969	20+	\$ 2M-
37 Computers International	3540 Wilshire Blvd., Los Angeles, CA 90010	213-386-3111	1977	50+	\$ 35M+
38 Computervision	201 Burlington Rd., Bedford, MA 01730	617-275-1800	1969	5K+	\$ 350M+
39 Computerwise	4006 East 137th Terr., Grandview, MS 64030	816-765-3330	1970	10+	\$ 1M+
40 Computone Systems	1 Dunwoody Park, Atlanta, GA 30338	404-393-3010	1965	200-	\$ 16M+
41 Computronic Computer	Century Plz, 700 Rkwy Tp, Lawrence, NY 11559	516-239-1101	---	---	\$ ----
42 Computronics	130 N. Ash, Wood Dale, IL 60191	312-860-7707	1979	10-	\$ ----
43 CompuView Products	1955 Pauline, Suite 200, Ann Arbor, MI 48103	313-996-1299	1979	20-	\$ 500K-
44 Comrex International	3701 Skypark Dr., Torrance, CA 90505	213-373-0280	1982	20+	\$ 9M+
45 Comsel	8453-N Tyco Rd., Vienna, VA 22180	703-734-3880	1978	20-	\$ 3M+
46 Comspec	10000 Old Katy Rd., Houston, TX 77055	713-461-4487	1972	50+	\$ 10M+
47 Comtech Data	350 N. Hayden Rd., Scottsdale, AZ 85257-4692	602-949-1155	1978	200+	\$ ----
48 Comtek	309 Breesport, San Antonio, TX 78216-2699	512-340-8253	1975	20-	\$ 1M+
49 Conceptual Designs Software	P.O. Box 1146, Framingham, MA 01701	617-877-9560	1978	10-	\$ 1M+
50 Concord Data Systems	303 Bear Hill Rd., Waltham, MA 02154	617-890-1394	1981	50+	\$ 5M+

## Vendor Directory

	Distributed Systems	Office Automation	PCs/User-Programmable Terminals	Other Telephone Systems	Alpha Display Terminals	Graphic Display Terminals	Facsimile Terminals	Telprinter Terminals	Batch/BIE Terminals	Local Networks	Comm Proc./Packet or Message Switch	Modems & Assoc. Equipment	Multiplexers	Data Switches/Port Selectors	Gateways/PADs/Protocol Converters	Data Encoders/Decoders	Communications Test Equipment	Patching/Switching Equipment	Carrier Services	Network Control/Mgmt./Fax Systems	Value-Added Networks	Electronic/Voice Mail	Fax Equipment	Satellite Equipment	Fiber Optic Equipment	Communication Software	Comm Consult/Contractors	Sales/Leasing Firm
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## Vendor Directory

COMPANY	Address	Telephone Number	Year Founded	Number of Employees		Gross Sales (K=\$1,000; M=\$1,000,000)
				(K=1,000)	(K=\$1,000)	
1 Connect-Air International	50-37th St., NE, Auburn, WA 98002	206-939-4880	1978	---	\$ ---	1
2 Conographic	18022 Cowan, Irvine, CA 92714	714-474-1180	1981	20—	\$ ---	2
3 Consolidated Computer	2421 Lancaster Rd., Ottawa, Ont K1B 4L5	613-731-7080	1968	200+	\$ 30M+	3
4 Contel Information Systems	130 Steamboat Rd., Great Neck, NY 11024	516-829-5900	1982	500—	\$ 30M+	4
5 Control Concepts	12004B Balls Ford Rd., Manassas, VA 22110	800-368-3078	1963	500—	\$ 25M+	5
6 Control Data	8100 34th Ave., S, Minneapolis, MN 55440	612-853-8100	1957	60K+	\$ 999M+	6
7 Control Data Corp Health	5965 South 900, E, Salt Lake City, UT 85121	801-263-9600	1975	200+	\$ ---	7
8 Control Module	380 Enfield St., Enfield, CT 06082	203-745-2433	1969	200—	\$ ---	8
9 Control Systems	2855 Anthony Lane, Minneapolis, MN 55418	612-789-2421	1976	10+	\$ 1M+	9
10 Controlonics	5 Lyberty Way, Westford, MA 01886	617-692-3000	1971	200+	\$ 25M+	10
11 Convergent Technologies	2441 Mission Clg Blvd, Santa Clara, CA 95050	008-980-9222	1979	500—	\$ ---	11
12 Core Technology	1000 W. University, Rochester, MI 48063	313-651-6421	1981	10+	\$ 1M—	12
13 Corning Glass Works	Baron Steuban Hotel 5, Corning, NY 14831	607-974-4411	1851	30K+	\$ 999M+	13
14 Corona Data Systems	31324 Via Colinas, Westlake Vill, CA 91361	213-706-1505	1981	200+	\$ 75M+	14
15 Corporate Data Sciences	2560 Mission Clg Blvd, Santa Clara, CA 95050	408-980-9747	1979	20—	\$ 1M+	15
16 Corvus Systems	2029 O'Toole Ave., San Jose, CA 95131	408-946-7700	1979	500+	\$ 48M—	16
17 Covox	675 D Conger St., Eugene, OR 97402	503-342-1271	---	---	\$ 100K—	17
18 CPT	8100 Mitchell Rd., Minneapolis, MN 55440	612-937-8000	1971	1K+	\$ 178M+	18
19 CR Computer Systems	5456 McConnell Ave., Los Angeles, CA 90066	213-822-5112	1963	2K—	\$ 80M+	19
20 Creare R & D	Great Hollow Rd., Hanover, NH 03755	603-643-3800	1961	50+	\$ 4M—	20
21 Creative Communications	1662 West 820 North, Provo, UT 84601	801-373-9843	1982	20+	\$ 4M—	21
22 Creative Micro Systems	3822 Cerritos Ave., Los Alamitos, CA 90720	213-493-2484	1976	20+	\$ 3M—	22
23 Crevelt Computer System	3111 S. Valley View, Las Vegas, NV 89102	702-362-6946	1977	---	\$ ---	23
24 Cromemco	280 Bernardo Ave., Mountain View, CA 94039	415-964-7400	1976	500—	\$ 52M+	24
25 Crosspoint Systems	81 Centennial Loop, Eugene, OR 97401	503-485-4254	1979	10—	\$ 1M—	25
26 CTi DATA	5275 North Blvd., Raleigh, NC 27604	919-876-8731	1980	50+	\$ 3M+	26
27 Cubicomp	2372 Ellsworth St., Berkeley, CA 94704	415-540-5733	1981	---	\$ ---	27
28 Cullinet Software	400 Blue Hill Dr., Westwood, MA 02090	617-329-7700	1968	1K—	\$ 79M—	28
29 Cyberchron	Route 9, P.O. Box 164, Garrison, NY 10524	914-424-3755	1974	10—	\$ 1M+	29
30 Cybernex	1257 Algoma Rd., Ottawa, Ontario, CD K1B 3W7	613-741-1540	1974	200—	\$ 9M—	30
31 CYBERTEK Computer Products	6133 Bristol Pkwy., Culver City, CA 90230	213-649-2450	1969	200+	\$ 16M+	31
32 Cytrol	4620 West 77 St., Edina, MN 55435	612-835-4884	1969	100—	\$ 5M+	32
33 D & B Computing Services	187 Danbury Rd., Wilton, CT 06897	203-762-2511	1967	2K—	\$ ---	33
34 DAEWOO Telecommunication	100 DAEWOO Place, Carlstadt, NJ 07072	201-935-8700	1973	2K—	\$ 50M+	34
35 Dahlberg Electronics	14050-21st Ave. N, Minneapolis, MN 55441	612-553-1596	1948	200+	\$ ---	35
36 Dana Electronics	33 Ledgewood Dr., Norwalk, CT 06850	203-846-0229	1982	10—	\$ 200K+	36
37 Data Design Logic Systems	4800 Patrick Henry Dr., Santa Clara, CA 95054	408-988-7722	1979	50—	\$ 4M—	37
38 Data General	4400 Computer Dr., Westboro, MA 01581	617-366-8911	1968	15K+	\$ 806M+	38
39 Data Node	1440 Koll Circle, San Jose, CA 95112	408-995-0561	1979	10—	\$ 1M+	39
40 Data Plus	7205E Lockport Pl., Lorton, VA 22079	703-550-7914	1975	20—	\$ 1M+	40
41 Data Set Cable	722 Danbury Rd., Ridgefield, CT 06877	203-438-9684	1975	100—	\$ 3M+	41
42 Data Switch	444 Westport Ave., Norwalk, CT 06851	203-847-9800	1977	500—	\$ 36M+	42
43 Data Systems of Baton Rouge	8939 Jefferson Hwy., Baton Rouge, LA 70809	504-923-0888	1973	20+	\$ 1M+	43
44 Data Technology Industries	700 Whitney St., San Leandro, CA 94577	415-638-1206	1979	20+	\$ 3M+	44
45 Data Terminals & Communications	590 Division St., Campbell, CA 95008	408-378-1112	1968	100—	\$ 8M+	45
46 Data Translation	100 Locke Dr., Marlboro, MA 01752	617-481-3700	1973	100+	\$ 11M+	46
47 Data Wholesale	701-A Whitney St., San Leandro, CA 94577	415-638-1206	1978	50+	\$ 10M+	47
48 Data-Control Systems	1455 Research Blvd., Rockville, MD 20850	301-279-8798	1957	100+	\$ 8M+	48
49 Data-Type	2615 Miller Ave., Mountain View, CA 94040	415-949-1053	1982	10+	\$ 2M—	49
50 Database Associates	3534 Old 3C Hwy., Galena, OH 43021	614-965-3282	1983	10—	\$ ---	50

## Vendor Directory

	Distributed Systems	Office Automation	PCs/User-Programmable Terminals	Other Telephone Systems	Alpha Display Terminals/Systems	Graphic Display Terminals/Systems	Facsimile Terminals	Batch/RTT Terminals	Local Networks	Comm Proc./Packet or Message Switches	Modems & Assoc. Equipment	Data Switches/Port Selectors	Gateways/PADs/Protocol Converters	Data Encryp/Decryp/expanders	Voice Digitizers/VOD	Communications Test Equipment	Patching/Switching Equipment	Network Control/Mgmt/Perf. Systems	Carrier Services	Value Added Networks	Electronic/Voice Mail & Fax Serv	Satellite Equipment	Fiber Optic Equipment	Communication Software	Comm Consult/Contractors
1	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	●	—	—	—	—	—	—	—	1
2	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	2
3	●	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	3
4	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	●	—	—	—	4
5	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	5
6	●	●	—	—	●	●	—	—	●	—	—	—	—	●	—	—	—	●	—	—	—	—	—	—	6
7	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	7
8	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	●	●	—	—	—	8
9	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	9
10	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	10
11	●	●	●	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	11
12	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	●	—	—	—	—	—	12
13	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	13
14	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	14
15	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	15
16	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	16
17	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	●	—	—	—	—	—	17
18	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	18
19	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	19
20	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	20
21	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	21
22	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	22
23	—	—	—	—	—	—	—	●	●	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	23
24	—	●	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	24
25	—	—	—	●	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	25
26	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	26
27	—	—	—	●	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	27
28	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	28
29	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	29
30	—	—	—	●	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	30
31	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	31
32	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	32
33	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	33
34	—	●	●	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	34
35	—	●	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	35
36	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	36
37	—	—	—	—	●	●	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	37
38	●	●	●	—	●	●	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	38
39	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	39
40	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	40
41	—	—	—	—	—	—	—	●	—	—	—	●	●	—	—	—	—	—	—	—	—	—	—	—	41
42	—	—	—	—	—	—	—	●	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	42
43	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	43
44	—	●	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	44
45	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	45
46	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	46
47	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	●	—	—	—	—	47
48	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	48
49	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	49
50	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	50

## Vendor Directory

COMPANY	Address	Telephone Number	Year Founded	Number of Employees (K=1,000)	Gross Sales (K=\$1,000; M=\$1,000,000)
1 Databit	110 Ricefield Lane, Hauppauge, NY 11788	516-435-4000	1969	1K—	\$ 70M+ 1
2 Datacom Northwest	11300 25th Ave., NE, Seattle, WA 98125	206-363-5805	1981	10—	\$ 2M+ 2
3 Datacomm Management Sciences	25 Van Zant St., East Norwalk, CT 06855-1790	203-838-7183	1974	100+	\$ 11M+ 3
4 Datacopy	1070 E. Meadow Circle, Palo Alto, CA 94303	415-493-3420	1973	50—	\$ 2M+ 4
5 Dataflow Systems	5302 E. Victory Dr., Indianapolis, IN 46203	317-782-3004	1976	20—	\$ ---- 5
6 Datagram	11 Main St., East Greenwich, RI 02818	401-885-4840	1976	---	\$ ---- 6
7 The Datalex Co.	650-5th St., No. 406, San Francisco, CA 94107	415-541-0780	1981	10—	\$ 1M+ 7
8 Datalink Ready	325 W. Hibiscus Blvd., Melbourne, FL 32901	305-676-0500	1983	10—	\$ 4M+ 8
9 Datamaxx USA	1815 S. Gadsden St., Tallahassee, FL 23201	904-224-8213	1973	100—	\$ 7M+ 9
10 Datamedia	7401 Central Hwy., Pennsauken, NJ 08109	609-665-5400	1969	200+	\$ 22M+ 10
11 Datapoint	9725 Datapoint Dr., San Antonio, TX 78284	512-699-7000	1968	9K+	\$ 400M+ 11
12 Dataprobe	110 W. Palisades Blvd., Palisades Pk, NJ 07603	201-947-9500	1970	20—	\$ 1M— 12
13 Dataproducts New England	Barnes Park, N, Wallingford, CT 06492	203-265-7151	1951	500+	\$ 40M+ 13
14 Dataram	Princeton Rd., Cranbury, NJ 08512	609-799-0071	1967	200+	\$ 17M+ 14
15 Datascan America	4675 N. Shallowford Rd., Atlanta, GA 30338	404-455-1348	1978	50+	\$ 1M+ 15
16 Datastream Communications	2520 Mission Cltg Blvd, Santa Clara, CA 95050	408-986-8022	1978	50—	\$ 7M+ 16
17 DataTec Industries	45 Smith St., Englewood, NJ 07631	201-569-7667	1965	50+	\$ 6M— 17
18 Datatel	1008 Astoria Blvd., Cherry Hill, NJ 08003	609-424-4451	1979	20+	\$ 2M+ 18
19 Datatran	1195 S. Huron, Denver, CO 80223	303-778-0870	---	---	\$ 100K— 19
20 DataVoice	2 N. LaSalle St., Chicago, IL 60602	312-327-8488	1980	10+	\$ 200K+ 20
21 Datavue	225 Technology Park, Norcross, GA 30093	404-449-5961	1972	20+	\$ ---- 21
22 Datec	200 Eastowne Dr., Chapel Hill, NC 27514	919-929-2135	1976	50+	\$ 5M— 22
23 Datotek	3801 Realty Rd., Dallas, TX 75234	214-241-4491	1969	200—	\$ ---- 23
24 Davidge	1951 Colony St., Mountain View, CA 94043	415-964-9497	1982	10—	\$ 1M+ 24
25 Davong Systems	217 Humboldt Court Dr., Sunnyvale, CA 94086	408-734-4900	1981	200—	\$ 25M+ 25
26 Davox Communications	6 Continental Blvd., Merrimack, NH 03054	603-424-4500	1981	100+	\$ 15M+ 26
27 DBS International	1370 Welsh Rd., Montgomeryville, PA 18936	215-628-4810	1981	---	\$ ---- 27
28 Decision Data	100 Witmer Rd., Horsham, PA 19044-2282	215-674-3300	1969	1K+	\$ 74M+ 28
29 Decision Graphics	11 Main St., Southborough, MA 01772	617-481-4119	1973	---	\$ ---- 29
30 DEI-Teleproducts	2128 Vineyard Ave., Escondido, CA 92025	619-743-8344	1969	50—	\$ ---- 30
31 Delta Data Systems	2595 Metropolitan Dr., Trevose, PA 19047	215-322-5400	1968	200+	\$ 27M— 31
32 Delta Products	15392 Assembly Lane, Huntington Beach, CA 92649	714-898-1492	1976	50—	\$ 4M+ 32
33 Dentronix Systems	2635 Croddy Way, Santa Ana, CA 92704	714-966-0015	1977	20+	\$ 2M+ 33
34 The DESTEK Group	830 E. Evelyn Ave., Sunnyvale, CA 94086	408-737-7211	1981	20—	\$ 4M— 34
35 Develcon Electronics	4037 Swamp Rd., Doylestown, PA 18901	215-348-1900	1978	50—	\$ 10M+ 35
36 Development Associates	1520 S. Lyon, Santa Ana, CA 92705	714-835-9512	1970	10—	\$ 200K+ 36
37 Diablo Systems	901 Page Ave., Fremont, CA 94537	415-498-7000	1969	2K+	\$ ---- 37
38 Dicom	9700 Newton Ave., S, Minneapolis, MN 55431	612-887-7100	1969	200+	\$ 11M— 38
39 Diebold	818 Mulberry, SE, Canton, OH 44711	216-489-4196	1859	6K+	\$ 428M— 39
40 Dicomp Research	Terrace Hill, Ithaca, NY 14850	607-273-5900	1975	20+	\$ 1M+ 40
41 Digidyne	4901 Morena Blvd., San Diego, CA 92117	619-483-0364	1977	100+	\$ ---- 41
42 Digilog	1370 Welsh Rd., Montgomeryville, PA 18936	215-628-4530	1969	200—	\$ 16M+ 42
43 Digital Communications Assoc	303 Technology Park, Norcross, GA 30092	404-448-1400	1972	200+	\$ 40M+ 43
44 Digital Computer	7430 Trade St., San Diego, CA 92121	619-566-8500	1982	20—	\$ 6M+ 44
45 Digital Controls	2779 Orchard Run Rd., Dayton, OH 45449	513-435-5455	1967	50—	\$ 10M+ 45
46 Digital Engineering	630 Bercut Dr., Sacramento, CA 95814	916-447-7600	1978	100—	\$ ---- 46
47 Digital Equipment	146 Main St., Maynard, MA 01754	617-897-5111	1957	67K+	\$ 999M+ 47
48 Digital Laboratories	600 Pleasant St., Watertown, MA 02172	617-924-1680	1971	10+	\$ 1M+ 48
49 Digital Management	4800 Yonge St., Willowdale, Ont M2N 6G5	416-225-7788	1980	10+	\$ 1M+ 49
50 Digital Microsystems	1755 Embarcadero, Oakland, CA 94606	415-532-3686	1974	100+	\$ 10M+ 50

## Vendor Directory

	Distributed Systems	Office Automation	PCs/User Programmable Terminals	Other Telephone Systems	Alpha Display Terminals/Systems	Graphic Display Terminals/Terminals	Facsimile Terminals	Teletype Terminals	Batch/RF Terminals	Local Networks	Comm Proc/Packet or Message Switches	Modems & Assoc. Equipment	Multiplexers	Data Switches/Port Selectors	Gateways/PADs/Protocol Converters	Date Encyclators/Decyclators	Data Compressors/expandors	Voice Digitizers/VOD	Communications Test Equipment	Patching/Switching Equipment	Network Control/Mgmt/Perf. Systems	Carrier Services	Value-Added Networks	Electronic/Voice Mail & Fax Serv	Satellite Equipment	Fiber Optic Equipment	Comm Equipment Software	Comm Consult/Contractors
1	—	●	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	1
2	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	2
3	—	—	—	—	—	—	—	●	●	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	3
4	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	4
5	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	5
6	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	6
7	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	7
8	—	—	●	—	—	—	—	—	—	—	●	●	●	—	—	—	—	—	—	—	—	●	—	—	—	—	—	8
9	—	—	●	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	9
10	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	10
11	—	●	●	—	—	●	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	11
12	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	12
13	—	—	—	—	—	●	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	13
14	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	14
15	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	15
16	—	—	—	●	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	16
17	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	17
18	—	—	—	—	—	—	—	●	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	18
19	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	19
20	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	20
21	—	●	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	21
22	—	—	—	—	—	—	—	—	●	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	22
23	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	23
24	—	●	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	24
25	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	25
26	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	26
27	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	27
28	—	—	●	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	28
29	—	—	●	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	29
30	—	—	●	—	—	—	—	—	—	●	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	30
31	—	●	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	31
32	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	32
33	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	33
34	—	—	—	—	●	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	34
35	—	—	—	●	—	—	—	—	—	●	●	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	35
36	—	—	—	—	—	—	●	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	36
37	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	37
38	—	—	—	—	—	—	●	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	38
39	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	39
40	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	40
41	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	41
42	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	●	●	●	—	—	—	—	—	—	—	—	42
43	—	—	—	●	—	—	—	—	—	—	●	●	—	—	—	—	—	●	●	●	—	—	—	—	—	—	—	43
44	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	44
45	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	45
46	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	46
47	●	●	●	—	—	●	—	—	—	—	●	●	●	●	●	—	—	●	●	●	●	●	●	●	●	●	●	47
48	—	—	—	—	—	●	—	—	—	—	●	●	●	●	●	—	—	●	●	●	●	●	●	●	●	●	●	48
49	—	—	—	—	—	—	●	—	—	—	—	●	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	49
50	—	—	●	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	50

## Vendor Directory

COMPANY	Address	Telephone Number	Year Founded	Number of Employees (K=1,000)	Gross Sales (K=\$1,000; M=\$1,000,000)
1 Digital Scientific	2921 S. Daimler, Santa Ana, CA 92711	714-546-3551	1967	50—	\$ 4M— 1
2 Digital Systems	3 Main St., Walkersville, MD 21793	301-845-4141	1975	100—	\$ 7M+ 2
3 Digitan Systems	5007 16th Ave., Brooklyn, NY 11204	212-436-3777	1975	10+	\$ 8M+ 3
4 Digitech Industries	66 Grove St., Ridgefield, CT 06877	203-438-3731	1960	100—	\$ 8M— 4
5 Digitex	4315 Penrod Ave., Dallas, TX 75211	214-330-9276	1975	10—	\$ --- 5
6 Digitex	2044 Armacost, Los Angeles, CA 90025	213-826-4500	1979	20+	\$ 3M+ 6
7 Digitus	22 West 25th St., Baltimore, MD 21218	301-467-3223	1978	10+	\$ 1M— 7
8 Direct	4201 Burton Dr., Santa Clara, CA 95054	408-980-1414	1978	200—	\$ 20M+ 8
9 direct aid	P.O. Box 4420, Boulder, CO 80306	303-442-8080	1982	—	\$ --- 9
10 Display Solutions	One Park Ave., Suite 650, New York, NY 10016	212-725-7446	1979	20+	\$ 5M+ 10
11 Display Technology	8726 D. S. Sepulveda Blvd., Los Ang, CA 90045	213-410-0959	1982	10—	\$ 4M+ 11
12 Diversified Programming Services	136 Everson St., San Francisco, CA 94131	415-333-6200	1975	10—	\$ --- 12
13 DNA Systems	1258 S. Washington, Saginaw, MI 48601	517-793-0185	1969	10—	\$ 1M+ 13
14 Docutel/Olivetti	155 White Plains Rd., Tarrytown, NY 10591	914-631-8100	1955	—	\$ --- 14
15 Dolan-Jenner Industries	Blueberry Hill Indstral Pk, Woburn, MA 08101	117-935-7444	1962	100+	\$ 5M+ 15
16 DTI	30 Uxbridge Rd., Mendon, MA 01756	617-478-2136	1977	20—	\$ 2M— 16
17 Duracom	7300 N. Crescent Blvd., Pennsauken, NJ 08110	609-662-7272	1972	10—	\$ 1M— 17
18 Durango Systems	3003 N. First St., San Jose, CA 95134	408-946-5000	1977	200—	\$ 40M+ 18
19 dy-4 Systems	888 Lady Ellen Place, Ottawa, Ont K1Z 5M1	613-728-3711	1979	100+	\$ 5M+ 19
20 Dynabyte	521 Cottonwood Dr., Milpitas, CA 95035	408-263-1221	1977	50+	\$ 10M+ 20
21 Dynacomp	1427 Monroe Ave., Rochester, NY 14618	716-442-8960	1978	—	\$ --- 21
22 Dynamic Microprocessor Assoc	545 Fifth Ave., New York, NY 10017	212-687-7115	1982	20+	\$ 2M+ 22
23 Dynatech Data Systems	7644 Dynatech Court, Springfield, VA 22153	703-569-9000	1952	200+	\$ 16M+ 23
24 Dynatech Packet Technology	6464-G Gen. Green Way, Alexandria, VA 22312	703-642-9391	1980	—	\$ --- 24
25 E & H Electronics	2699 East 28th St., Signal Hill, CA 90806	213-426-3327	1977	10+	\$ 500K— 25
26 Eagle Computer	983 University Ave., Los Gatos, CA 95030	408-395-5005	—	—	\$ 30M+ 26
27 Eastham & Associates	11246 S. Post Oak Rd., Houston, TX 77035	713-728-1226	1978	10—	\$ 200K+ 27
28 Economic Insights	416 Center St., Washington Grove, MD 20880	301-258-5235	1979	—	\$ --- 28
29 ECS Microsystems	215 Devcon Dr., San Jose, CA 95112	408-286-4200	1979	100—	\$ 10M+ 29
30 EDA Instruments	4 Thorncliffe Park Dr., Toronto, Ont M4H 1H1	416-425-7800	1977	50+	\$ --- 30
31 Edge Instruments	1943 W. North Lane, Phoenix, AZ 85021	602-995-0802	1977	10+	\$ 1M— 31
32 Edge Technology	1215 S.E. Ivon, Portland, OR 97202	503-231-1057	1978	20—	\$ 1M+ 32
33 EG&G Reticon	345 Potrero, Sunnyvale, CA 94086	408-738-4266	1971	200—	\$ --- 33
34 Electro Mechanical Systems	801 W. Bradley, Champaign, IL 61801	217-359-7125	1979	10+	\$ 500K— 34
35 Electrodata	23020 Miles Rd., Bedford Heights, OH 44128	216-663-3333	1975	20—	\$ 2M+ 35
36 Electronic Distributn Processing	27230 Lahser Rd., Southfield, MI 48034	313-353-7272	1968	20—	\$ 8M+ 36
37 EMC	12 Mercer Rd., Natick, MA 01760	617-655-6600	1979	50+	\$ 20M+ 37
38 Emcom	800 E. Campbell, Dallas, TX 75243	214-437-1488	1977	20+	\$ --- 38
39 EMF Corp.	P. O. Box 389, Angola, IN 46703	219-665-9541	1970	100+	\$ 3M+ 39
40 EMR-Telemetry	P.O. Box 3041, Sarasota, FL 33578	813-371-0811	1948	1K+	\$ 70M+ 40
41 Emulex	3545 Harbor Blvd., Costa Mesa, CA 92626	714-662-5600	1979	500+	\$ 31M+ 41
42 Energy Methods	177 Main St., West Orange, NJ 07052	201-736-1811	1973	50—	\$ --- 42
43 Engineered Systems	14775 Grover St., Omaha, NE 68144	402-333-0100	1964	—	\$ --- 43
44 Ensign-Bickford Industries	660 Hopmeadow St., Simsbury, CT 06070	203-658-4411	1836	1K—	\$ --- 44
45 Envision	631 River Oaks Pkwy., San Jose, CA 95134	408-946-9755	1980	100—	\$ 15M+ 45
46 Epic Computer Products	18381 Bandelier Crcl, Fountain Val, CA 92708	714-964-4722	1980	50+	\$ 7M+ 46
47 Epicom	411 Josiane Ct, Altamonte Springs, FL 32701	305-331-1640	1975	10+	\$ 1M+ 47
48 Epson America	3415 Kashiwa St., Torrance, CA 90505	213-539-9140	1975	200—	\$ --- 48
49 Equatorial Communications	300 Ferguson Dr., Mountain View, CA 94043	415-969-9500	1980	50+	\$ 10M+ 49
50 Ericsson Information Systems	7465 Lampson, Garden Grove, CA 92641	714-895-3962	1979	1K+	\$ 160M+ 50

## Vendor Directory

	Distributed Systems	Office Automation	PCs/User-Programmable Terminals	PBX/Key Telephone Systems	Other Telephone Equipment	Alpha Display Terminals	Graphic Display Terminals	Terminals/Systems	Facsimile Terminals	Batch/RJE Terminals	Local Networks	Comm Proc./Packet or Message Switches	Modems & Assoc. Equipment	Data Switchers/Port Selectors	Gateways/PADs/Protocol Converters	Data Encryptrs/Decryptrs	Communications Test Equipment	Patching/Switching Equipment	Carrier Services	Network Control/Mgmt/Perf Systems	Value-Added Networks	Electronic/Voice Mail & Fax Serv	Satellite Equipment	Fiber Optic Equipment	Communication Software	Sale/Leasing Firm
1	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	1
2	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	2
3	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	3
4	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	4
5	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	5
6	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	6
7	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	7
8	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	8
9	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	9
10	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	10
11	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	11
12	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	12
13	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	13
14	●	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	14
15	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	15
16	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	16
17	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	17
18	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	18
19	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	19
20	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	20
21	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	21
22	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	22
23	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	●	—	—	—	—	●	—	—	—	—	23
24	—	—	—	—	—	—	—	—	●	●	●	—	—	●	—	●	—	●	—	—	—	—	—	—	—	24
25	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	25
26	—	—	●	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	26
27	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	27
28	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	28
29	—	●	●	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	29
30	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	30
31	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	●	—	—	—	—	31
32	—	—	—	—	—	—	●	—	—	—	●	—	—	●	—	—	—	—	—	●	—	—	—	—	—	32
33	—	—	—	—	—	—	—	●	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	33
34	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	34
35	—	—	—	—	—	—	—	—	●	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	35
36	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	●	●	—	—	—	36
37	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	37
38	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	38
39	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	39
40	—	—	—	—	—	—	—	—	●	—	—	●	—	●	—	—	—	—	—	●	—	—	—	—	—	40
41	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	41
42	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	42
43	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	43
44	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	44
45	—	—	—	—	—	—	●	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	45
46	—	●	●	—	—	—	●	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	46
47	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	47
48	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	48
49	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	49
50	●	●	●	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	50

## Vendor Directory

COMPANY	Address	Telephone Number	Year Founded	Number of Employees		Gross Sales (K=\$1,000; M=\$1,000,000)
				(K=1,000)	(K=1,000)	
1 ESE	1780 Albion Rd., Rexdale, Ontario, CD M9V 1C1	416-749-2271	1965	500—	\$ ----	1
2 Esprit Systems, Inc.	100 Marcus Dr., Melville, NY 11747	516-293-5600	1983	50+	\$ 30M+	2
3 ETI Micro	6918 Sierra Court, Dublin, CA 94566	415-829-6600	1979	50+	\$ 3M+	3
4 ETR, Inc.	1316 N. Avalon Blvd., Wilmington, CA 90744	213-835-2421	1971	20+	\$ 5M+	4
5 The Eurodex Corp.	1243 Boardwalk, Arlington, TX 76011	817-460-8414	1983	----	\$ ----	5
6 Evans & Sutherland	580 Araapeen Dr., Salt Lake City, UT 84108	801-582-5847	1968	1K—	\$ 54M+	6
7 Evans, Griffiths & Hart	55 Waltham St., Lexington, MA 02173	617-861-0670	1970	20+	\$ 2M—	7
8 Evergreen Consulting	3407 West 6th St., Los Angeles, CA 90020	213-662-3337	1978	10—	\$ 1M—	8
9 Excelan	2180 Fortune Dr., San Jose, CA 95131	408-945-9526	1982	50—	\$ 4M+	9
10 Executec	12200 Park Central Dr., Dallas, TX 75251	214-239-8080	1981	20+	\$ 1M+	10
11 Executive Presentation Systems	5854A Peachtree Corner E, Norcross, GA 30092	404-447-8401	1982	20—	\$ ----	11
12 Executone	2 Jericho Plaza, Jericho, NY 11753	516-681-4000	----	----	\$ 100K—	12
13 Extel	4000 Commercial Ave., Northbrook, IL 60062	312-291-2500	1964	1K+	\$ ----	13
14 Exxon Office Systems	777 Long Ridge Rd., Stamford, CT 06902	203-329-5000	1980	3K+	\$ ----	14
15 Eyring Research Institute	1455 West 820 North, Provo, UT 84601	801-375-2434	1973	200+	\$ 12M+	15
16 Facit	235 Main Dunstable Rd., Nashua, NH 03061	603-883-4157	1950	200+	\$ 40M+	16
17 Fairchild Space & Electronics	20301 Century Blvd., Germantown, MD 20874	301-428-6000	1936	1K—	\$ ----	17
18 Falco Data Products	1286 Lawrence Station Rd, Sunnyvale, CA 94089	408-745-7123	1980	100—	\$ 15M+	18
19 Ferox Microsystems	1701 N. Fort Myer Dr., Arlington, VA 22209	703-841-0800	1979	20+	\$ 3M+	19
20 Fiberguide Industries	33 Poplin Dr., Stirling, NJ 07980	201-522-1877	1978	10—	\$ ----	20
21 Fibronics International	218 W. Main St., Hyannis, MA 02601	617-778-0700	1977	100+	\$ 4M—	21
22 Fifth Generation Technologies	34 Exchange Place, Jersey City, NJ 07302	201-FGT-2001	1979	100+	\$ ----	22
23 Financial Business Computers	9 Exchange Place, Salt Lake City, UT 84111	801-328-2202	1980	10+	\$ ----	23
24 First Computer	645 Blackhawk Dr., Westmont, IL 60559	312-920-1050	1976	20+	\$ 9M+	24
25 Florida Computer Graphics	1000 Sand Pond Rd., Lake Mary, FL 32746	305-321-3000	1981	100+	\$ ----	25
26 Ford Aerospace & Communications	300 Renaissance Center, Detroit, MI 48243	313-568-7708	1962	12K+	\$ ----	26
27 Formation	823 East Gate Dr., Mt. Laurel, NJ 08054	609-234-5020	1970	200+	\$ 17M+	27
28 Forward Technology	2175 Martin Ave., Santa Clara, CA 95050	408-988-2378	1980	20+	\$ 4M+	28
29 Four-Phase Systems	10700 N. De Anza Blvd., Cupertino, CA 95014	408-255-0900	1969	5K—	\$ ----	29
30 Fox Research	7005 Corporate Way, Dayton, OH 45459	513-433-2238	1983	20+	\$ ----	30
31 Franklin Computer	2128 Route 38, Cherry Hill, NJ 08002	609-482-5900	1981	500+	\$ ----	31
32 FTC Communications	90 John St., New York, NY 10038	212-669-9700	1897	200—	\$ 23M+	32
33 Fujitsu America	3075 Oakmead Vllge Dr., Santa Clara, CA 95051	408-988-8100	1971	200—	\$ 160M+	33
34 Fujitsu Microelectronics	3320 Scott Blvd., Santa Clara, CA 95051	408-980-0755	1935	40K+	\$ 3M+	34
35 Fujitsu Systems of America	9841 Airport Blvd., Los Angeles, CA 90045	213-642-4706	1980	----	\$ ----	35
36 Futurex	9700 Fair Oaks Blvd., Fair Oaks, CA 95628	916-966-6836	1983	100—	\$ ----	36
37 G/S Systems	1841 Dogwood, Holt, MI 48823	517-694-3380	1979	10—	\$ 1M—	37
38 Galileo Electro-Optics	Galileo Park, Sturbridge, MA 01518	617-347-9191	1959	200+	\$ ----	38
39 Gandalf Data	1019 S. Noel Ave., Wheeling, IL 60090	312-541-6060	1973	500—	\$ 60M+	39
40 Gateway Communications	16782 Redhill Ave., Irvine, CA 92714	714-261-0762	1981	10—	\$ ----	40
41 GBC	One GBC Plaza, Northbrook, IL 60062	312-272-3700	1947	3K—	\$ 100M+	41
42 GEC Information Systems	7835 E. Redfield Rd., Scottsdale, AZ 85260	312-647-8800	1887	6K—	\$ 450M+	42
43 GEJAC	P.O. Box 188, Riverdale, MD 20737	301-864-3700	1977	20+	\$ ----	43
44 GEN/COMP	6 Algonquin Rd., Canton, MA 02021	617-828-2008	1976	----	\$ ----	44
45 General Automation	1045 S. East St., Anaheim, CA 92803	714-778-4800	1967	1K+	\$ 100M+	45
46 General Cable	500 W. Putnam Ave., Greenwich, CT 06830	203-661-0100	1900	10K+	\$ 999M+	46
47 General DataComm Industries	One Kennedy Ave., Danbury, CT 06810	203-797-0711	1969	2K—	\$ 85M+	47
48 General Digital	700 Burnside Ave., East Hartford, CT 06108	203-528-9041	1973	50+	\$ 2M+	48
49 General Electric Data and Info	1755 Jefferson Davis Hwy., Arlington, VA 22202	703-979-6000	1958	4K+	\$ 300M+	49
50 General Electric Microwave Prods	316 E. Ninth St., Owensboro, KY 42301	502-685-6200	1981	----	\$ ----	50

## Vendor Directory

	Distributed Systems	Office Automation	PCs/User Programmable Terminals	Other Telephone Systems	Alpha Display Terminals	Graphic Display Terminals/Systems	Facsimile Terminals	Batch/RF Terminals	Local Networks	Comm Proc/Assoc. Equipment	Message Switches	Data Switches/Port Selectors	Gateways/PADs/Protocol Converters	Data Encrypors/Decrypors	Communications Test Equipment	Patching/Switching Equipment	Network Control/Mgmt/Perf Systems	Carrier Services	Value-Added Networks	Electronic/Voice Mail & Fax Serv	Satellite Equipment	Fiber Optic Equipment	Comm Communication Software	Comm Consult/Contractors
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## Vendor Directory

COMPANY	Address	Telephone Number	Year Founded	Number of Employees (K=1,000)	Gross Sales (K=\$1,000; M=\$1,000,000)	
					1981	1977
1 General Interface Systems	12919 Alcosta Blvd., San Ramon, CA 94583	415-838-2683	1981	10+	\$ 2M+	1
2 General Optronics	2 Olsen Ave., Edison, NJ 08820	201-549-9000	1977	100+	\$ ---	2
3 General Robotics	57 N. Main, Hartford, WI 53027	414-673-6800	1974	50+	\$ 5M+	3
4 General Terminal	14831 Franklin Ave., Tustin, CA 92680	714-730-0123	1966	20+	\$ 8M+	4
5 Generic Software	190 Timber, Dept. 150P, Marquette, MI 49855	906-249-9801	1981	---	\$ ---	5
6 Genicom	One General Electric Dr., Waynesboro, VA 22980	703-949-1188	1969	2K-	\$ 100M+	6
7 Genisco Computers	3545 Cadillac Ave., Costa Mesa, CA 92626	714-556-4916	1975	100+	\$ 10M-	7
8 GenRad	300 Baker Ave., Concord, MA 01742	617-369-4400	1915	3K-	\$ 189M+	8
9 Geo Based Systems	725 W. Morgan St., Raleigh, NC 27603	919-834-9313	1979	20+	\$ 1M-	9
10 Gerber Scientific Instrument	83 Gerber Rd., W, South Windsor, CT 06074	203-644-1551	1948	500-	\$ 41M-	10
11 Gerber Systems Technology	40 Gerber Rd., E, S. Windsor, CT 06074	203-644-2581	1979	200+	\$ 20M+	11
12 Gibson Laboratories	23192-D Verdugo Dr., Laguna Hills, CA 92653	714-770-5000	1982	20-	\$ ---	12
13 Gifford Computer Systems	2446 Verna Court, San Leandro, CA 94577	415-895-0798	1980	20+	\$ 8M+	13
14 Giltronix	3780 Fabian Way, Palo Alto, CA 94303	415-493-1300	1978	20+	\$ 2M+	14
15 Gimix	1337 West 37 Place, Chicago, IL 60609	312-927-5510	1975	20-	\$ 3M+	15
16 Glenayre Electronics	12 Pacific Hwy., Blaine, WA 98230	206-676-1980	1969	---	\$ ---	16
17 Good(e) Business Systems	9434 North 107th St., Milwaukee, WI 53224	414-355-6990	1973	50-	\$ 3M+	17
18 Gould	6901 W. Sunrise Blvd., Ft Lauderdale, FL 33310	305-587-2900	1961	3K-	\$ 170M+	18
19 Gould	4600 Old Ironsides Dr., Santa Clara, CA 95050	408-988-6800	1968	1K-	\$ ---	19
20 Gould Programmable Control Div	P.O. Box 3083, Andover, MA 01810	617-475-4700	1970	2K-	\$ ---	20
21 GR Electronics	1640 5th St., Santa Monica, CA 90401	213-395-4774	1970	10-	\$ 1M+	21
22 GRAFTEK	1777 Conestoga St., Boulder, CO 80301	303-449-1138	1980	50+	\$ 10M+	22
23 Granger Associates	3101 Scott Blvd., Santa Clara, CA 95051	408-727-3101	1956	500+	\$ 70M+	23
24 Graphic Horizons	60 State St., Suite 3330, Boston, MA 02109	617-369-0075	---	---	\$ 100K-	24
25 Graphnet	329 Alfred Ave., Teaneck, NJ 07666	201-837-5100	1974	---	\$ ---	25
26 Greenman-Woodard	200 E. Ontario, Chicago, IL 60611	312-266-2996	1979	10-	\$ 200K+	26
27 Gregg	100 Fifth Ave., Waltham, MA 02181	617-890-7227	1972	20+	\$ ---	27
28 Grinnell Systems	6410 Via Del Oro, San Jose, CA 95119	408-629-9191	1975	50+	\$ 7M+	28
29 GTE Automatic Electric	400 N. Wolf Rd., Northlake, IL 60164	312-681-7100	1901	8K+	\$ ---	29
30 GTE Fiber Optics	1395 Charleston, Mountain View, CA 94043	415-962-8630	1980	100+	\$ ---	30
31 GTE Government Systems Group	77 A St., Needham, MA 02194	617-449-2000	1950	3K+	\$ 300M+	31
32 GTE Network Systems	400 N. Wolf Rd., North Lake, IL 60164	312-681-7100	1945	5K+	\$ 200M+	32
33 GTE Sprint Communications	P.O. Box 974, Burlingame, CA 94010	415-692-5600	1970	4K+	\$ ---	33
34 GTE Telenet Communications	8229 Boone Blvd., Vienna, VA 22180	703-442-1000	1972	1K+	\$ 136M+	34
35 H & A Computer Systems	30 Hotaling Place, San Francisco, CA 94111	415-434-3517	1976	20-	\$ 2M+	35
36 H & M Systems Software	351 Evelyn St., Paramus, NJ 07652	201-599-9111	1978	10+	\$ 5M+	36
37 Halcyon Communications	2121 Zanker Rd., San Jose, CA 95131	408-293-9970	1971	200+	\$ 20M+	37
38 Harbor Electronics	650 Danbury Rd., Ridgefield, CT 06877	203-438-9625	1976	100+	\$ 5M+	38
39 Hardy Computer	11430 Denton Dr., Dallas, TX 75229	214-620-8340	1979	10+	\$ 1M-	39
40 Harris Computer Systems Division	2101 Cypress Creek, Ft. Lauderdale, FL 33309	305-974-1700	1895	27K+	\$ 999M+	40
41 Harris Digital Telephone Systems	One Digital Dr., Novato, CA 94948-9986	415-472-2500	---	---	\$ ---	41
42 Harris Distributed Office Sys	505 John Rodes Blvd., Melbourne, FL 32901	305-242-5000	1982	100+	\$ ---	42
43 Harris Information Terminals Gr	16001 Dallas Pkwy., Dallas, TX 75240	214-386-2000	---	---	\$ 100K-	43
44 Hartman Systems	360 Wolf Hill Rd., Huntington Station, NY 11746	516-427-7500	1933	200+	\$ 20M+	44
45 Hastech	670 N. Commercial St., Manchester, NH 03101	603-623-3330	1979	200+	\$ 18M+	45
46 Hawkeye Grafix	23914 Mobile St., Canoga Park, CA 91311	213-348-7909	1976	10-	\$ 200K+	46
47 Hayden Software	600 Suffolk St., Lowell, MA 01853	617-937-0200	1982	20+	\$ ---	47
48 Hayes Microcomputer Products	5923 Peachtree Ind Blvd., Norcross, GA 30092	404-449-8791	1977	---	\$ ---	48
49 HEI	455 E. Kehoe Blvd., Carol Stream, IL 60187	312-665-5500	1976	10-	\$ 500K-	49
50 Hekimian Laboratories	9298 Gaither Rd., Gaithersburg, MD 20877	301-948-8855	1968	500-	\$ 25M+	50

## Vendor Directory

	Distributed Systems	Office Automation	PCs/User-Programmable Terminals	Key Telephone Systems	Other Telephone Equipment	Alpha Display Terminals/Systems	Graphic Display Terminals	Facsimile Terminals	Teletypewriter Terminals	Batch/RTT Terminals	Local Networks	Comm Proc./Packet or Message Switches	Modem & Assoc. Equipment	Multiplexers	Data Switches/Port Selectors	Gateways/PADs/Protocol Converters	Data Encryptors/Decryptors	Voice Digitizers/VOD	Communications Test Equipment	Patching/Switching Equipment	Network Control/Mgmt/Perf Systems	Carrier Services	Value-Added Networks	Electronic/Voice Mail & Fax Srv	Satellite Equipment	Fiber Optic Equipment	Communication Software	Comm Consult/Contractors		
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## Vendor Directory

COMPANY	Address	Telephone Number	Year Founded	Number of Employees (K=1,000)	Gross Sales (K=\$1,000; M=\$1,000,000)
1 Henson Systems	4127 S. Olathe Way, Aurora, CO 80013	303-690-6279	1981	10—	\$ 1M+ 1
2 Hercules Computer Technology	2550 Ninth St., No. 210, Berkeley, CA 94710	415-540-6000	1982	20—	\$ ---- 2
3 HETRA	1151 S. Eddie Allen Rd., Melbourne, FL 32901	305-723-7731	1968	100+	\$ 5M+ 3
4 Hewlett Packard Telecomm.	Box 7050, Colorado Springs, CO 80933	303-593-8700	1947	68K+	\$ 999M+ 4
5 Hewlett-Packard	3000 Hanover St., Palo Alto 94304	415-857-1501	1939	68K+	\$ 999M+ 5
6 Highlander Systems	335 South 1000 East, Orem, UT 84057	801-225-0396	1981	10—	\$ ---- 6
7 Hitachi Machine Tools	449 Alaska Ave., Torrance, CA 90503	213-533-0888	1979	20+	\$ 5M+ 7
8 HMW Enterprises	604 Salem Rd., Etters, PA 17319	717-938-4691	1965	50+	\$ 3M+ 8
9 Hon Computing Systems	16 Bliss, Pleasant Hill, CA 94523	415-676-2683	1979	10—	\$ 200K+ 9
10 Honeywell Information Systems	200 Smith St., Waltham, MA 02154	612-870-5200	1970	26K+	\$ 999M+ 10
11 Honeywell Optoelectronics Div	830 E. Arapaho Rd., Richardson, TX 75081	214-234-4271	1969	1K+	\$ ---- 11
12 Horizon Data Systems	1901 Wildflower Terr., Richmond, VA 23233	804-740-9244	1976	---	\$ ---- 12
13 Houston Engineering Research	7250 Wynnwood, Houston, TX 77008	713-869-9371	1960	50+	\$ 4M+ 13
14 Howard W. Sams	4300 West 62nd St., Indianapolis, IN 46206	317-298-5400	1946	500+	\$ ---- 14
15 HSH National Management	6800 N. High St., Columbus, OH 43085	614-888-1050	1979	20+	\$ 3M+ 15
16 Human Designed Systems	3440 Market St., Philadelphia, PA 19104	215-382-5000	1977	---	\$ 6M+ 16
17 Hydril	9303 Roark Rd., Houston, TX 77272	713-777-5361	---	200+	\$ ---- 17
18 IBC	21592 Marilla St., Chatsworth, CA 91311	213-882-9007	1979	100—	\$ 12M+ 18
19 IBM	Old Orchard Rd., Armonk, NY 10504	914-765-9600	1914	99K+	\$ 999M+ 19
20 ICOT	830 Maude Ave., Mountain View, CA 94043	415-964-4635	1968	200+	\$ 17M+ 20
21 ID Systems	4089 Leap Rd., Hilliard, OH 43026	614-876-1595	1980	50—	\$ ---- 21
22 Idacom Electronics	4332 97th St., Edmonton, Alberta, CD T6E 5R9	403-438-2468	1981	50—	\$ 5M+ 22
23 IDE Associates	7 Oak Park Dr., Bedford, MA 01730	617-275-4430	1982	---	\$ ---- 23
24 IDEAS	10759 Tucker St., Beltsville, MD 20705	301-937-3600	1970	200—	\$ 14M+ 24
25 Identicon	One Kenwood Circle, Franklin, MA 02038	617-528-6500	1969	50—	\$ 3M+ 25
26 Ikier Technology	42 Pleasant St., Watertown, MA 02172	617-924-3113	1981	20—	\$ ---- 26
27 Ilene Industries Data Systems	301 Stanley Blvd., Shelbyville, TN 37160	615-684-8731	1969	50—	\$ 3M+ 27
28 IMC	P.O. Box 350, Aptos, CA 95001	408-688-0629	1980	10+	\$ 500K— 28
29 Imlac	150 A St., Needham, MA 02194	617-449-4600	1969	---	\$ ---- 29
30 Impres	3303 Northland Dr., Austin, TX 78731	512-451-6549	1981	20+	\$ ---- 30
31 IMS International	2800 Lockheed Way, Carson City, NV 89701	702-883-7611	1978	100+	\$ 25M+ 31
32 INCOMM	115 N. Wolf Rd., Wheeling, IL 60090	312-459-8881	1982	10+	\$ 3M+ 32
33 Independent Business Systems	5915 Graham Court, Livermore, CA 94550	415-443-3131	1978	10+	\$ 1M+ 33
34 Industrial Computer Designs	31121 Via Colmas, Westlake Village, CA 91362	213-889-3179	1979	20—	\$ 2M— 34
35 Industrial Data Terminal	173 Heatherdown Dr., Westerville, OH 43081	614-882-3282	1975	50+	\$ 8M+ 35
36 Industrial Micro Systems	1717 S. State Clge Blvd., Anaheim, CA 92806	702-883-7611	1975	50+	\$ 10M+ 36
37 Infonet	6 Shattuck Rd., Andover, MA 01810	617-681-0600	1969	500—	\$ 24M+ 37
38 Inforex	186 Middlesex Tpke., Burlington, MA 01803	617-272-6470	1968	500+	\$ ---- 38
39 Informatics General	21031 Ventura Blvd., Woodland Hills, CA 91364	213-887-9040	1962	3K—	\$ 170M+ 39
40 Information Access Systems	P.O. Box 835, Sparta, NJ 07871	201-729-7581	1977	10—	\$ ---- 40
41 Information Analysis Systems	Mason Rd. 2, W. Willington, CT 06279	203-429-1691	1982	10—	\$ ---- 41
42 Information Displays	28 Kaysal Court, Armonk, NY 10504	914-273-5755	1945	200+	\$ 12M+ 42
43 Information Dynamics	1251 Exchange Dr., Richardson, TX 75081	214-783-8090	1972	---	\$ ---- 43
44 Information International	5933 Slauson Ave., Culver City, CA 90230	213-390-8611	1962	500—	\$ 24M+ 44
45 The Information People	443 Hudson Ave., Newark, OH 43055	614-349-8644	1978	10—	\$ ---- 45
46 Information Solutions	2205B Fortune Dr., San Jose, CA 95131	408-262-9430	1982	20+	\$ ---- 46
47 Informer	22936 Mill Creek Rd., Laguna Hills, CA 92653	714-855-3112	1972	100—	\$ 10M+ 47
48 Infoservices	1728 Montreal Circle, Tucker, GA 30084	404-938-9960	1975	50—	\$ 2M— 48
49 Infotron	9 N. Olney Ave., Cherry Hill, NJ 08003	609-424-9400	1968	500+	\$ 37M— 49
50 Inmac	2465 Augustine Dr., Santa Clara, CA 95051	408-727-1970	1976	500+	\$ ---- 50

## Vendor Directory

	Distributed Systems	Office Automation	PCs/User-Programmable Terminals	PBX/Key Telephone Systems	Other Telephone Equipment	Alpha Display Terminals/Systems	Graphic Display Terminals	Teleprinter Terminals	Batch/RJE Terminals	Local Networks	Comm Proc./Packet or Message Switchs	Modems & Assoc. Equipment	Data Switches/Port Selectors	Gateways/PADs/Protocol Converters	Data Encryptors/Decryptors	Modem Preprocessors/Expandors	Voice Digitizers/VOD	Carrier Services	Patching/Switching Equipment	Network Control/Mgmt/Perf Systems	Value-Added Networks	Electronic Voice Mail & Fax Serv	Satellite Equipment	Fiber Optic Equipment	Communication Software	Comm Consult/Contractors	Sales/Leasing Firm
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9	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	9	
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16	—	—	—	●	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	16	
17	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	17	
18	—	●	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	18	
19	●	●	●	—	—	●	●	●	●	—	—	—	—	—	—	—	●	—	—	—	—	●	—	—	—	19	
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25	—	—	—	—	—	—	—	—	●	●	●	—	—	—	—	—	—	●	—	—	—	—	—	●	—	25	
26	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	26	
27	●	●	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	27	
28	—	—	●	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	28	
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32	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	32	
33	—	—	●	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	33	
34	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	34	
35	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	35	
36	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	36	
37	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	37	
38	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	38	
39	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	39	
40	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	40	
41	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	41	
42	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	42	
43	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	43	
44	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	44	
45	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	45	
46	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	46	
47	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	47	
48	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	48	
49	—	—	—	—	—	—	—	—	—	—	—	—	—	●	●	●	—	—	—	—	—	—	—	—	—	49	
50	—	—	—	—	—	—	—	—	—	—	—	—	—	●	●	●	●	●	●	●	●	—	—	—	—	50	

## Vendor Directory

COMPANY	Address	Telephone Number	Year Founded	Number of Employees (K=1,000)	Gross Sales (K=\$1,000; M=\$1,000,000)	
					1	2
1 Innotronics	Brooks Rd., Lincoln, MA 01773	617-259-0600	1977	20+	\$ ----	1
2 Innovative Electronics	4714 Northwest 165th St., Miami, FL 33014	305-624-1644	1977	20+	\$ 3M--	2
3 INSO Computer	30 East 40th St., New York, NY 10016	212-686-0928	1979	10--	\$ 2M--	3
4 Intecolor	225 Technology Pk/Atlanta, Norcross, GA 30092	404-449-5961	1973	500+	\$ 35M--	4
5 InteCom	601 InteCom Dr., Allen, TX 75002	214-727-9141	1979	1K+	\$ 34M+	5
6 Integrated Automation	2121 Allston Way, Berkeley, CA 94704	415-843-8227	1979	100+	\$ 15M+	6
7 Integrated Design Engineering	645 Arminister Dr., Fenton, MO 63026	314-343-0005	1979	10--	\$ 200K+	7
8 Integrated Systems	93 Hudson St., Hoboken, NJ 07030	201-659-9182	1976	20+	\$ 1M--	8
9 Intel	3065 Bowers Ave., Santa Clara, CA 95051	408-987-8080	1969	21K+	\$ 900M+	9
10 INTEQ	13860 Redskin Dr., Herndon, VA 22070	703-471-1500	1977	20+	\$ 1M+	10
11 Inter-Link Systems	580 Weddell Dr., Suite 1, Sunnyvale, CA 94086	408-744-1930	1969	20--	\$ 2M+	11
12 Interaction Systems	24 Munroe St., Newtonville, MA 02160	617-964-5300	1980	20+	\$ 2M--	12
13 Interactive Machines	2500 B Townsgate Rd., Westlake Vllge, CA 91361	213-707-1880	----	----	\$ 100K--	13
14 Interactive Systems	131 Middlesex Tpk., Burlington, MA 01803	617-273-4420	1977	50--	\$ 2M+	14
15 Interactive Systems (CA)	1212 Seventh St., Santa Monica, CA 90401	213-450-8363	1977	100+	\$ 10M+	15
16 Interactive Systems/3M	3980 Varsity Dr., Ann Arbor, MI 48104	313-973-1500	1969	----	\$ ----	16
17 Interbusiness	115 N. Wolf Rd., Wheeling, IL 60090	312-459-8866	1980	20--	\$ 9M+	17
18 Interface Electronics	21134 Bridge St., Southfield, MI 48034	313-352-8820	1974	20+	\$ 1M--	18
19 Interface of Illinois	9020 Niles Center Rd., Skokie, IL 60076	312-883-1700	1980	10+-	\$ ----	19
20 Interface Technology	10500 Kahlmeyer Dr., St. Louis, MO 63132	314-426-6880	1973	50--	\$ 2M+	20
21 Intergraph	One Madison Ind Pk, Huntsville, AL 35807	205-772-2000	1969	2K+	\$ 150M+	21
22 Interlan	3 Lyberty Way, Westford, MA 01886	617-256-5888	1981	----	\$ ----	22
23 Intermedia Systems	10601 S. DeAnza Blvd., Cupertino, CA 95014	408-996-0900	1972	10--	\$ 500K--	23
24 International Anasazi	2219 E. University Dr., Phoenix, AZ 85034	602-275-0302	1979	50--	\$ 12M+	24
25 International Applied Systems	175 E. Dana St., Mountain View, CA 94041	415-962-9414	1981	10+-	\$ ----	25
26 International Data Sciences	7 Wellington Rd., Lincoln, RI 02865	401-333-6200	1968	200--	\$ 9M--	26
27 International Entry Systems	408 Northeast 72nd, Seattle, WA 98115	206-525-6800	1975	20+-	\$ 2M+	27
28 Interphase	2925 Merrell Rd., Dallas, TX 75229	214-350-9000	1975	50+-	\$ 5M+	28
29 Intersil Systems	1275 Hammerwood Ave., Sunnyvale, CA 94089	408-743-4300	1968	500--	\$ 40M+	29
30 Interstate Electronics	1001 E. Ball Ave., Anaheim, CA 92803	714-772-2811	1956	2K--	\$ ----	30
31 Intertec Data Systems	2300 Broad River Rd., Columbia, SC 29210	803-798-9100	1973	200+-	\$ 20M+	31
32 Intra Computer	101 West 31st St., New York, NY 10001	212-947-5533	1979	----	\$ ----	32
33 IPC Communications	1 Lafayette Place, Greenwich, CT 06830	203-622-0182	----	----	\$ 100K--	33
34 IPL Systems	1370 Main St., Waltham, MA 02154	617-890-6620	1973	200+-	\$ 15M+	34
35 IQ Technologies	11811 N.E. First St., Bellevue, WA 98005	206-451-0232	1982	20--	\$ 5M+	35
36 Ithaca Intersystems	200 E. Buffalo St., Ithaca, NY 14850	607-273-2500	1978	100+-	\$ 6M+	36
37 ITT Business Communications	300 East Park Dr., Harrisburg, PA 17111	717-564-4343	----	----	\$ 100K--	37
38 ITT Courier	1515 West 14th St., Tempe, AZ 85281	602-894-7000	1969	3K--	\$ ----	38
39 ITT Electro/Optical Products	7635 Plantation Rd., Roanoke, VA 24019	703-563-0371	1959	1K--	\$ ----	39
40 ITT World Communications	100 Plaza Dr., Secaucus, NJ 07096	201-330-5000	1926	2K--	\$ ----	40
41 IXO	6041 Bristol Pkwy., Culver City, CA 90230	213-417-8080	1980	50+-	\$ 5M--	41
42 J. W. Lampi	6160 Benjamin St., NE, Minneapolis, MN 55432	612-571-3934	1982	10--	\$ 100K--	42
43 Jade Computer Products	4901 W. Rosecrans, Hawthorne, CA 90250	213-973-7707	1976	50+-	\$ 9M+	43
44 Janisch Engineering	3020 West 41st. Ave., Denver, CO 80211	303-458-8599	1981	10--	\$ 100K--	44
45 John Fluke Manufacturing	6920 Seaway Blvd., Everett, WA 98206	206-342-6300	1947	2K+	\$ 160M+	45
46 Jupiter Systems	2126 6th St., Berkeley, CA 94710	415-644-1024	1981	50--	\$ 6M+	46
47 Kapusi Laboratories	2121 S. El Camino Real, San Mateo, CA 94403	415-573-5475	1972	20--	\$ 1M--	47
48 Kaufman Research Manufacturing	145 E. Dana St., Mountain View, CA 94041	415-962-8811	1979	20+-	\$ ----	48
49 Kaypro	533 Stevens Ave., Solano Beach, CA 92075	619-481-3900	1952	500--	\$ 100M+	49
50 Kee	10759 Tucker St., Beltsville, MD 20705	301-937-3600	1968	10+-	\$ 3M--	50

## Vendor Directory

	Distributed Systems	Office Automation	PCs/User-Programmable Terminals	PBX/Key Telephone Systems	Other Telephone Equipment	Alpha Display Terminals/Systems	Graphic Display Terminals/Systems	Facsimile Terminals	Teletypewriter Terminals	Local Networks	Comm Procs./Packet or Message Switches	Modems & Assoc Equipment	Multiplezers/Port Selectors	Gateways/PADs/Protocol Converters	Data Encryptors/Decryptors	Voice Digitizers/Expanders	Communications Test Equipment	Patching/Switching Equipment	Network Control/Mgmt./Perf. Systems	Carrier Services	Value-Added Networks	Electronic/Voice Mail & Fax Serv	Satellite Equipment	Fiber Optic Equipment	Communication Software	Comm Consult/Contractors
1	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	1
2	—	—	—	—	—	—	—	—	—	—	—	●	●	—	—	—	—	—	—	—	●	—	—	—	—	2
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17	—	—	—	—	—	—	—	—	—	—	—	●	●	●	—	—	—	—	—	—	—	—	—	—	—	17
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26	—	—	—	—	—	—	—	—	—	—	●	—	—	—	●	●	—	—	—	—	—	—	—	—	—	26
27	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	27
28	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	28
29	—	●	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	29
30	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	30
31	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	31
32	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	32
33	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	33
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37	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	37
38	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	38
39	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	39
40	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	40
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42	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	42
43	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	43
44	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	44
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46	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	46
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48	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	48
49	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	49
50	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	50

## Vendor Directory

COMPANY	Address	Telephone Number	Year Founded	Number of Employees (K=1,000)	Gross Sales	
					(K=\$1,000; M=\$1,000,000)	
1 Kertech	1 Map Hill Dr., Babson Park, MA 02157	617-235-5964	1977	50—	\$ 2M+	1
2 Ketron	151 S. Warner Rd., Wayne, PA 19087	215-964-3300	1970	200+	\$ 15M+	2
3 Keybrook	2035 National Ave., Hayward, CA 94545	415-887-8999	1979	10+	\$ 3M—	3
4 Kimtron	2225-I Martin Ave., Santa Clara, CA 95050	408-727-1510	1976	20—	\$ 7M+	4
5 KINEX	6950 Bryan Dairy Rd., Largo, FL 33543	813-541-6404	1977	100—	\$ 4M+	5
6 KMW Systems	8307 Hwy. 71, W, Austin, TX 78735	512-288-1453	1975	50—	\$ 4M—	6
7 Kongsberg North America	P.O. Box 397, Vienna, NJ 07880	201-691-8320	1979	100—	\$ 25M+	7
8 Lachman Associates	645 Blackhawk Dr., Westmont, IL 60559	312-986-8840	1976	50+	\$ 4M—	8
9 Laguna Laboratories	1300 Normandy Place, Santa Ana, CA 92705	714-835-9100	1978	20+	\$ ---	9
10 Lambda Electronics	515 Broad Hollow Rd., Melville, NY 11747	516-694-4200	1949	2K+	\$ 114M+	10
11 Lanier Business Products	1700 Chantilly Dr., NE, Atlanta, GA 30324	404-329-8000	1934	4K—	\$ 350M+	11
12 Lanpar Technologies	85 Torbay Rd., Markham, Ontario, CD L3R 1G7	416-475-9123	1970	200+	\$ 30M+	12
13 Larse	4600 Patrick Henry Dr., Santa Clara, CA 95050	408-988-6600	1970	100+	\$ 9M—	13
14 Lazor Systems	1211 Alderwood Ave., Sunnyvale, CA 94086	408-745-0706	1978	20+	\$ ---	14
15 LEA	12516 Lakeland Rd., Santa Fe Springs, CA 90670	213-944-0916	1971	50—	\$ 3M+	15
16 Leading Edge Products	225 Turnpike St., Canton, MA 02021	617-828-8150	1980	500—	\$ 100M+	16
17 Lear Siegler	714 N. Brookhurst St., Anaheim, CA 92803	714-774-1010	1972	22K+	\$ 999M+	17
18 Learned-Mahn	P.O. Box 1488, Boise, ID 83701	208-336-2281	1973	10+	\$ 2M+	18
19 LeCroy Research Systems	700 S. Main St., Spring Valley, NY 10977	914-425-2000	1964	200+	\$ 20M+	19
20 LED Systems	1006 Apache Trail, Mechanicsburg, PA 17055	717-697-2607	1980	10—	\$ 500K	20
21 Lee Data	7075 Flying Cloud Dr., Minneapolis, MN 55344	612-828-0300	1979	1K—	\$ 52M+	21
22 Lemcom Systems	2104 W. Peoria, Phoenix, AZ 85029	602-944-1543	1976	50—	\$ 3M+	22
23 Levison Sales	430 W. Merrich Rd., Valley Stream, NY 11582	516-561-9696	1946	10—	\$ 2M—	23
24 Lexicon	1541 NW 65th Ave., Ft. Lauderdale, FL 33313	305-792-4400	1976	50—	\$ 5M+	24
25 Lexicon, Inc	60 Turner St., Waltham, MA 02154	617-891-6790	1971	50+	\$ 5M+	25
26 Lexidata	755 Middlesex Tpke., Billerica, MA 01865	617-663-8550	1974	500—	\$ 26M—	26
27 Lexitron	1840 DeHaviland Dr., Thousand Oaks, CA 91359	805-499-5911	1970	1K—	\$ 21M+	27
28 Lexor	11030 Roselle St., San Diego, CA 92121	619-457-4405	1979	50+	\$ 15M+	28
29 Liberty Electronics USA	625 Third St., San Francisco, CA 94107	415-543-7000	1982	50+	\$ 25M+	29
30 Lightwave Communications	650 Danbury Rd., Ridgefield, CT 06877	203-438-3591	1981	10—	\$ ---	30
31 Link Systems	1640 19th St., Santa Monica, CA 90404	213-453-8921	1980	20—	\$ ---	31
32 LNR Communications	180 Marcus Blvd., Hauppauge, NY 11788	516-273-7111	1971	200+	\$ 15M+	32
33 LNW Computers	2620 Walnut, Tustin, CA 92680	714-641-8850	1979	20+	\$ 3M+	33
34 Lobo Systems	358 S. Fairview Ave., Goleta, CA 93117	805-683-1576	1978	20+	\$ 3M+	34
35 Local Data	2701 Toledo St., Torrance, CA 90503	213-320-7126	1977	50—	\$ 3M+	35
36 Logicaid	97 Craig Henry Dr., Nepean, Ont K2G 3S8	613-820-1517	---	10—	\$ 200K—	36
37 Logical Systems	P.O. Box 2676, La Jolla, CA 92038	619-455-5211	1978	10—	\$ 1M+	37
38 Logical Systems	8970 North 55 St., Milwaukee, WI 53223	414-355-5454	1979	20+	\$ ---	38
39 Logitech	165 University Ave., Palo Alto, CA 94301	415-326-3885	---	---	\$ 100K—	39
40 Lomas Data Products	66 Hopkinton Rd., Westboro, MA 01581	617-366-6434	1980	10+	\$ 1M—	40
41 Loral Terracom	9020 Balboa Ave., San Diego, CA 92123	619-278-4100	1969	200+	\$ ---	41
42 Lundy Electronics & Systems	1 Robert Lane, Glen Head, NY 11545	516-671-9000	1934	500+	\$ 35M—	42
43 M.A. Systems	2015 O'Toole Ave., San Jose, CA 95131	408-943-0596	1980	50—	\$ 12M+	43
44 M/A-COM Alanthus Data	6011 Executive Blvd., Rockville, MD 20852	301-770-1150	1970	500—	\$ 50M+	44
45 M/A-COM DCC	20010 Century Blvd., Germantown, MD 20874	301-428-1613	1971	1K—	\$ ---	45
46 M/A-COM Linkabit	3033 Science Park Rd., San Diego, CA 92121	619-457-2340	1968	1K—	\$ 100M+	46
47 Mad Computer	3350 Scott Blvd., Santa Clara, CA 95051	408-980-0840	1982	---	\$ ---	47
48 Madzar	37490 Glenmoor Dr., Fremont, CA 94536	415-794-7400	1979	10—	\$ 1M—	48
49 Magic Computer	2 Executive Dr., Fort Lee, NJ 07024	201-944-6700	1982	10—	\$ ---	49
50 Magnuson Computer Systems	2902 Orchard Pkwy., San Jose, CA 95134	408-946-8100	1977	100—	\$ 10M+	50

## Vendor Directory

	Distributed Systems	Office Automation	PCs/User-Programmable Terminals	Other Telephone Systems	Alpha Display Terminals	Graphic Display Terminals/Systems	Facsimile Terminals	Batch/RJ Terminals	Local Networks	Comm Proc./Packet or Message Switches	Modems & Assoc. Equipment	Data Switches/Port Selectors	Gateways/PADs/Protocol Converters	Data Encoders/Decoders	Voice Digitizers/VOD	Communications Test Equipment	Patching/Switching Equipment	Carrier Services	Value-Added Networks	Electronic/Voice Mail & Fax Serv	Satellite Equipment	Fiber Optic Equipment	Communication Software	Sales/Leasing Firm
1	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	1
2	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	2
3	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	3
4	—	—	●	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	4
5	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	5
6	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	6
7	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	7
8	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	8
9	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	9
10	—	—	—	—	—	—	—	●	—	—	●	—	—	—	—	—	—	●	—	—	—	—	—	10
11	—	●	●	—	—	●	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	11
12	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	12
13	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	13
14	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	14
15	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	15
16	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	16
17	—	—	●	●	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	17
18	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	18
19	—	—	●	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	●	—	—	—	—	19
20	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	20
21	—	●	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	21
22	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	22
23	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	23
24	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	24
25	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	25
26	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	26
27	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	27
28	—	●	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	28
29	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	29
30	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	●	—	—	—	30
31	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	31
32	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	32
33	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	33
34	—	●	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	34
35	—	—	●	—	—	—	—	—	●	—	—	●	—	—	—	—	—	●	—	—	—	—	—	35
36	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	36
37	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	37
38	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	38
39	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	39
40	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	40
41	—	—	—	—	—	—	—	—	—	●	●	—	—	—	—	—	—	—	—	—	●	—	—	41
42	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	42
43	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	43
44	—	●	●	—	—	●	●	—	—	—	—	—	—	—	—	—	—	●	—	●	●	—	—	44
45	—	—	—	—	—	—	—	●	●	●	—	—	—	—	—	—	—	●	—	—	—	—	—	45
46	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	46
47	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	47
48	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	48
49	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	49
50	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	50

## Vendor Directory

COMPANY	Address	Telephone Number	Year Founded	Number of Employees (K=1,000)	Gross Sales (K=\$1,000; M=\$1,000,000)
1 MAI	14101 Myford Rd., Tustin, CA 92680	714-731-5100	1971	2K+	\$ 210M+ 1
2 Manage	40 Nichol Rd., Chicopee, MA 01014	413-598-8204	1973	20+	\$ 2M- 2
3 Management Decision Systems	200 Fifth Ave., Waltham, MA 02254	617-890-1100	1967	200+	\$ 25M+ 3
4 Mannesmann Tally	8301 South 180th St., Kent, WA 98032	206-251-5524	1951	2K-	\$ ---- 4
5 Marinchip	16 St. Jude Rd., Mill Valley, CA 94941	415-383-1545	1977	10-	\$ 200K+ 5
6 Martec International	20 Willard St., Wellesley, MA 02181	617-237-2115	1974	50+	\$ 50M+ 6
7 Maryland Computer Services	2010 Rock Spring Rd., Forest Hill, MD 21050	301-879-3366	1976	50-	\$ 3M+ 7
8 Mason-Kinder	8333 Douglas, Suite 160, Dallas, TX 75225	214-691-5444	1982	10-	\$ 100K- 8
9 Math Associates	2200 Shames Dr., Westbury, NY 11590	516-334-6800	1977	20+	\$ ---- 9
10 Mathematica Products Group	12 Roszel Rd., Princeton, NJ 08540	609-799-2600	1975	200+	\$ 20M+ 10
11 Matrox Electronic Systems	5800 Andover Ave., Montreal, Quebec, H4T 1H4	514-735-1182	1976	200-	\$ 15M+ 11
12 Maxlight Fiber Optic	3035 North 33rd Dr., Phoenix, AZ 85017	602-269-8387	1975	50-	\$ 2M- 12
13 MBA-Systems Automation	3477 E. Livingston, Columbus, OH 43227	614-231-2130	1978	10-	\$ 200K+ 13
14 MBI Systems	3030 Harbor Lane, Plymouth, MN 55441	218-553-1544	1979	10-	\$ ---- 14
15 McCormack & Dodge	1225 Worcester Rd., Natick, MA 01760	617-655-8200	1969	500+	\$ 39M+ 15
16 McDonnell Douglas	McDonnell Blvd., St. Louis, MO 63166	314-232-0232	1960	8K-	\$ 328M+ 16
17 MCI Communications	1133 19th St., NW, Washington, DC 20036	202-872-1600	1968	8K+	\$ 999M+ 17
18 MCI International	International Dr., Rye Brook, NY 10573	914-694-6222	1982	---	\$ ---- 18
19 MDB Systems	1995 N. Batavia St., Orange, CA 92665	714-998-6900	1970	200+	\$ ---- 19
20 MDS Qantel	4142 Point Eden Way, Hayward, CA 94545	415-887-7777	1968	500+	\$ ---- 20
21 MDS Trivex	3180 Redhill Ave., Costa Mesa, CA 92626	714-546-7781	1968	200+	\$ 350M+ 21
22 Measurement Systems & Controls	1601 Orangewood Ave., Orange, CA 92668	714-633-4460	1978	50-	\$ 3M- 22
23 Media Cybernetics	36 Columbia Ave., Takoma Park, MD 20912	301-270-2272	1981	10-	\$ 1M- 23
24 Megadata	35 Orville Dr., Bohemia, NY 11716	516-589-6800	1969	100+	\$ 12M+ 24
25 Megatek	9605 Scranton Rd., San Diego, CA 92121	619-455-5590	1972	500+	\$ 50M+ 25
26 MegaWest Systems	140 West 2100 S., Salt Lake City, UT 84115	801-487-0788	1979	10-	\$ 1M- 26
27 Melco Labs	14408 Northeast 20th St., Bellevue, WA 98007	206-643-3400	1971	200+	\$ 12M+ 27
28 Melita Electronic Labs	2567 Morgan Lake Dr., Marietta, GA 30066	404-971-9400	1979	---	\$ 200K+ 28
29 Memorex	1125 Memorex Dr., Santa Clara, CA 95052	408-987-3182	1961	12K+	\$ ---- 29
30 Memorex	18922 Forge Dr., Cupertino, CA 95014	408-996-9000	1960	500+	\$ ---- 30
31 Memotec Data	4940 Fisher, Montreal, Quebec, CD H4T 1J5	514-738-4781	1977	50+	\$ 6M+ 31
32 Mentor Graphics	10200 S.W. Nimbus Dr., Portland, OR 97223	503-620-9817	1981	200+	\$ 25M+ 32
33 Mepcom International	15181 Business Ave., Dallas, TX 75234	214-484-0640	1980	---	\$ ---- 33
34 Merit Machinery	2311 Babcock Blvd., Pittsburgh, PA 15237	412-931-6800	1955	20+	\$ 5M+ 34
35 Merlin Instruments	208 E. Emerson Ave., Orange, CA 92665	714-974-0050	1977	10-	\$ 100K+ 35
36 Metaresearch	1100 S.E. Woodward St., Portland, OR 97202	503-232-1712	1980	10-	\$ 100K- 36
37 Metheus	P.O. Box 1049, Hillsboro, OR 97123	503-640-8000	1981	200-	\$ ---- 37
38 MFJ Enterprises	921 Louisville Rd., Starkville, MS 39759	601-323-5869	1972	50+	\$ 2M+ 38
39 Micom Systems Systems	20151 Nordhoff St., Chatsworth, CA 91311	213-998-8844	1973	1K+	\$ 84M+ 39
40 Micro Control Systems	143 Tunnel Rd., Vernon, CT 06066	203-647-0220	1981	10+	\$ ---- 40
41 Micro Digital Associates	12791 Western Ave., Garden Grove, CA 92641	714-891-2363	1974	10+	\$ 1M- 41
42 Micro Display Systems	1310 Vermillion St., Hastings, MN 55033	612-437-2233	1981	20-	\$ 5M- 42
43 Micro Five	3560 Hyland Ave., Costa Mesa, CA 92626	714-957-1517	1977	100-	\$ ---- 43
44 Micro Products	Rt. 634 & Acacia Lane, Sterling, VA 22170	703-430-1800	1973	500+	\$ 70M+ 44
45 Micro Switch	11 W. Spring St., Freeport, IL 61032	815-235-6600	1937	4K-	\$ ---- 45
46 Micro Technology Unlimited	2806 Hillsborough St., Raleigh, NC 27605	919-833-1458	1977	20-	\$ ---- 46
47 Micro-Baud Systems	3393 De La Gruz Blvd., Santa Clara, CA 95050	408-727-5275	1981	20+	\$ 10M+ 47
48 Micro-Ed	31 Marshall Dr., Edison, NJ 08817	201-572-3415	1982	---	\$ ---- 48
49 Micro-Expander	527 Madison Ave., New York, NY 10022	212-308-2328	---	---	\$ 100K- 49
50 Micro-Term	512 Rudder Rd., Fenton, MO 63026	314-343-6515	1976	100+	\$ ---- 50

## Vendor Directory

	Distributed Systems	Office Automation	PCs/User Programmable Terminals	PBX/Key Telephone Systems	Other Telephone Equipment	Alpha Display Terminals	Graphic Display Terminals/Systems	Facsimile Terminals	Teleprinter Terminals	Batch/RIB Terminals	Local Networks	Comm Proc./Assoc. Equipment	Modems & Assoc. Equipment	Packet or Message Switches	Data Switches/Port Selectors	Gateways/PADs/Protocol Converters	Data Encryp/Decryp/Expandors	Voice Digitizers/VOD	Communications Test Equipment	Patching/Switching Equipment	Network Control/Mgmt./Perf. Systems	Carrier Services	Value-Added Networks	Electronic/Voice Mail & Fax Serv	Satellite Equipment	Fiber Optic Equipment	Comm. Communication Software	Sales/Leasing Firm	
1	● ●	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	1	
2	—	—	—	—	—	—	—	—	● ●	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	2
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5	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	5	
6	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	6	
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8	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	8
9	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	9	
10	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	10
11	—	—	●	—	—	—	—	—	● ●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	11	
12	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	12	
13	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	13	
14	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	14
15	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	15
16	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	16	
17	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	17	
18	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	18	
19	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	19
20	●	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	20	
21	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	21	
22	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	22	
23	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	23
24	—	●	●	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	24	
25	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	25	
26	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	26
27	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	27
28	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	28	
29	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	29	
30	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	30	
31	—	—	—	—	—	—	—	—	● ●	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	31	
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## Vendor Directory

COMPANY	Address	Telephone Number	Year Founded	Number of Employees		Gross Sales (K=\$1,000; M=\$1,000,000)
				100+	50+	
1 Microbyte Electronics	1198 E. Willow St., Signal Hill, CA 90806	213-595-8571	1978	20+	\$ 6M+	1
2 MICROCOM	1400A Providence Hwy., Norwood, MA 02062	617-762-9310	1980	50+	\$ ----	2
3 Microcomputer Technology	3304 W. MacArthur Blvd., Santa Ana, CA 92704	714-979-9923	---	50-	\$ ----	3
4 Microdata	P.O. Box 19501, Irvine, CA 92713	714-250-1000	1970	3K-	\$148M+	4
5 MicroGraphics Technology	1820 McCarthy Blvd., Milpitas, CA 95035	408-996-8423	1982	10+	\$ 1M+	5
6 Micromation	1620 Montgomery St., San Francisco, CA 94111	415-398-0289	1977	100+	\$ 15M+	6
7 Micron	10045 Waterford Dr., Ellicott City, MD 21043	301-461-2721	1975	10-	\$ 100K+	7
8 Microplex	2126 S. Union St., Santa Ana, CA 92705	714-952-3140	1980	20+	\$ 1M+	8
9 Microprocessor Systems	215 Candace Dr., Maitland, FL 32751	305-834-2393	1976	50+	\$ 20M+	9
10 Microproducts and Systems	2307 E. Center St., Kingsport, TN 37664	615-245-8081	1977	10+	\$ 100K+	10
11 Microserv	276 5th Ave., New York, NY 10007	212-683-2811	1978	10-	\$ 1M+	11
12 Microstuf	1845 The Exchange, Atlanta, GA 30319	404-952-0267	1978	---	\$ ----	12
13 Microsystems Development	1560 Teaneck Rd., Teaneck, NJ 07666	201-837-0051	1977	10-	\$ 1M+	13
14 MicroSystems International	12 Mercer Rd., Natick, MA 01760	617-655-9595	1981	20-	\$ 5M-	14
15 Mid-South Data Cables	2005 Nonconnah Blvd., Memphis, TN 38132	901-396-9291	1980	10-	\$ 500K-	15
16 MIDCOM	1940 N. Tustin, No. 117, Orange, CA 92665	714-998-6041	1979	20+	\$ 2M-	16
17 Midec	267 Kappa Dr., Pittsburgh, PA 15238	412-968-6011	1976	20+	\$ 1M+	17
18 Midwest Analog & Digital	16308 W. Glendale Rd., New Berlin, WI 53151	414-784-3490	1976	50+	\$ 10M+	18
19 Mieco	109 Beaver Ct., Cockeysville, MD 21030	301-667-4660	1966	50-	\$ 2M-	19
20 Miltope	1770 Walt Whitman Rd., Melville, NY 11747	516-420-0200	1975	500-	\$ 30M+	20
21 Milwaukee Computers	16235 W. Ryerson, New Berlin, WI 53151	414-784-2312	1982	20-	\$ ----	21
22 Mimic	P.O. Box 921, Acton, MA 01720	617-263-2101	1978	10-	\$ ----	22
23 Mintronics	2599 White Bear Ave., St. Paul, MN 55109	612-770-5247	1975	---	\$ ----	23
24 Mira Electronics	Box 2145, Station B, Scarborough, Ont M1N 2E5	416-265-3020	1974	---	\$ ----	24
25 Miracle Computing	313 Clayton Court, Lawrence, KS 66044	913-843-5863	1982	---	\$ ----	25
26 MISCO	404 Timber Lane, Marlboro, NJ 07746	201-780-9299	1977	100-	\$ 10M+	26
27 Mitec Computer Business Systems	21250 Califa St., Woodland Hills, CA 91367	213-999-2311	1978	20+	\$ 2M+	27
28 Mitel	5400 Brkn Snd Blvd., NW, Boca Raton, FL 33431	613-592-2122	1973	5K+	\$255M+	28
29 Mitron Systems	2000 Century Plaza, Columbia, MD 21044	301-992-7700	1969	20+	\$ 3M-	29
30 Mitsubishi Electronics America	991 Knox St., Torrance, CA 90502	213-515-3993	1976	200+	\$140M+	30
31 Modemsplus	217 E. Trinity Place, Decatur, GA 30030	404-378-5276	1971	20-	\$ 2M-	31
32 Modgraph	1393 Main St., Waltham, MA 01254	617-890-5764	1981	50-	\$ ----	32
33 Modtech	1958 Helsinki Way, Livermore, CA 94550	415-447-9349	1979	10+	\$ ----	33
34 Modular Computer Systems	1650 W. McNab Rd., Ft. Lauderdale, FL 33310	305-974-1380	1970	2K-	\$ 93M-	34
35 Modular Integration	P.O. Box 1079, Issaquah, WA 98027	206-392-8085	1977	10+	\$ 3M+	35
36 Modutest Systems	10632 North 21 Ave., Phoenix, AZ 85029	602-944-0365	1979	10-	\$ 2M+	36
37 Mohawk Data Sciences	7 Century Dr., Parsippany, NJ 07054	201-540-9080	1964	6K-	\$364M-	37
38 Molecular Computer	251 River Oaks Pkwy., San Jose, CA 95134	408-262-2122	1981	200+	\$ ----	38
39 Momentum Computer Systems Int	2730 Junction Ave., San Jose, CA 95134	408-942-0638	1979	100-	\$ 6M+	39
40 Monolithic Systems	84 Inverness Circle E., Englewood, CO 80112	303-770-7400	1970	200-	\$ 10M+	40
41 Monroe Systems for Business	The American Rd., Morris Plains, NJ 07950	201-993-2000	1912	1K-	\$ ----	41
42 Morrow Designs	600 McCormick St., San Leandro, CA 94577	415-430-1970	1976	200-	\$ 22M+	42
43 Moseley Associates	111 Castilian Dr., Goleta, CA 93117	805-968-9621	1960	200-	\$ ----	43
44 Motorola	1301 E. Algonquin Rd., Schaumburg, IL 60196	312-397-1000	1929	75K+	\$999M+	44
45 Motorola Semiconductor Products	5005 E. McDowell Rd., Phoenix, AZ 85008	602-244-6900	1957	20K+	\$999M+	45
46 Mountain Computer	300 El Pueblo Rd., Scotts Valley, CA 95066	408-438-6650	1976	100+	\$ 8M+	46
47 MPL Systems	40 Galesi Dr., Wayne, NJ 07470	201-256-3773	1974	10+	\$ 1M+	47
48 Muirhead	1101 Bristol Rd., Mountainside, NJ 07092	201-233-0010	1954	100-	\$ 5M+	48
49 Multi-Tech Systems	82 Second Ave., SE, New Brighton, MN 55112	612-631-3550	1970	50+	\$ 6M-	49
50 Multiphase	20475 Yellow Brick Rd., Walnut, CA 91789	714-594-9636	1979	20-	\$ 1M+	50

## Vendor Directory

	Distributed Systems	Office Automation	PCs/User-Programmable Terminals	Other Telephone Systems	Alpha Display Terminals/Systems	Graphic Display Terminals	Facsimile Terminals	Batch/RIE Terminals	Local Networks	Comm Proc./Assoc. Equipment	Modems & Assoc. Equipment	Data Multiplexers	Data Switches/Port Selectors	Gateways/PADs/Protocol Converters	Data Encryptors/Decryptors	Voice Digitizers/Expandors	Communications Test Equipment	Patching/Switching Equipment	Carrier Services	Network Control/Mgmt./Perf. Systems	Value-Added Networks	Electronic/Voice Mail & Fax Serv.	Satellite Equipment	Fiber Optic Equipment	Comm. Consult/Software	Sales/Leasing Firms			
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## Vendor Directory

COMPANY	Address	Telephone Number	Year Founded	Number of Employees		Gross Sales (K=\$1,000; M=\$1,000,000)
				(K=1,000)	(K=1,000)	
1 Multitech Electronics	195 W. El Camino Real, Sunnyvale, CA 94086	800-538-1542	1976	10—	\$ ----	1
2 Mycroft Labs	2639 N. Monroe St., Tallahassee, FL 32303	904-385-1141	1982	10+	\$ 200K+	2
3 Mylee Digital Sciences	155 Weldon Parkway, Maryland Hghts, MO 63043	314-567-3420	1967	50+	\$ 3M+	3
4 N. F. Systems	P.O. Box 76363, Atlanta, GA 30358	404-252-3302	1981	10—	\$ 100K+	4
5 NABU Commercial Terminals	330 Weber St., North, Waterloo, Ont N2J 3H6	519-884-9300	----	----	\$ 100K—	5
6 NABU Manufacturing	1051 Baxter Rd., Ottawa, Ontario, CD K2C 3P2	613-596-6700	1981	1K—	\$ 45M—	6
7 National Advanced Systems	800 E. Middlefld Rd., Mountain View, CA 94043	415-962-6000	1979	2K+	\$ 999M+	7
8 National Computer Communications	260 West Ave., Stamford, CT 06902	203-357-0004	1976	100+	\$ 12M+	8
9 National Instruments	12109 Technology Blvd., Austin, TX 78727	512-250-9119	1977	50—	\$ 3M—	9
10 National Semiconductor	2900 Semiconductor Dr., Santa Clara, CA 95051	408-733-2600	1967	37K+	\$ 999M+	10
11 National Semiconductor Databaker	1120 Kifer Rd., Sunnyvale, CA 94086	408-749-7317	----	38K+	\$ 999M+	11
12 Navtel	8481 Keele St., Concord, Ontario, CD L4K 1B1	416-669-9918	1976	50—	\$ 6M+	12
13 NBI	3450 Mitchell Lane, Boulder, CO 80301	303-444-5710	1973	2K+	\$ 100M+	13
14 NCR	1700 S. Patterson Blvd., Dayton, OH 45479	513-445-5000	1884	63K+	\$ 999M+	14
15 NCR Comten	2700 Snelling Ave., N, St. Paul, MN 55113	612-638-7777	1968	2K+	\$ 136M+	15
16 NEC America	532 Broad Hollow Rd., Melville, NY 11747	516-752-9700	1963	1K+	\$ 305M+	16
17 NEC Home Electronics (U.S.A.)	1401 Estes Ave., Elk Grove Village, IL 60007	312-228-5900	1981	100—	\$ ----	17
18 NEC Information Systems	1414 Massachusetts Ave., Boxborough, MA 01719	617-264-8000	1977	500+	\$ 160M+	18
19 Nelma Data	5170A Timbrlea Blvd., Mississauga, Ont L4W 2S5	416-624-0334	1973	100—	\$ 10M+	19
20 Neoteric Systems	320 S. Main St., Bartlett, IL 60103	312-289-1950	1978	10—	\$ 200K+	20
21 NESCO	107 San Zeno Way, Sunnyvale, CA 94086	408-737-2080	1975	20+	\$ 2M—	21
22 Nestar Systems	2585 E. Bayshore Rd., Palo Alto, CA 94303	415-493-2223	1978	100+	\$ 10M+	22
23 Netcom Products	79 Hazel St., Glen Cove, NY 11542	516-671-8811	1982	10—	\$ 1M+	23
24 Network Products	Progress Ctr, Research Triangle Pk, NC 27709	919-549-8210	1981	20+	\$ 4M+	24
25 Network Systems	7600 Boone Ave., N, Minneapolis, MN 55428	612-425-2202	1974	500—	\$ 40M+	25
26 New Media Graphics	279 Cambridge St., Burlington, MA 01803	617-272-8844	1980	20—	\$ 2M+	26
27 Newsmate Products	23 E. Main, Mooresville, IN 46158	317-831-0159	1978	10—	\$ 100K+	27
28 Nissei Sangyo America	825 Third Ave., New York, NY 10022	212-755-2900	1957	100+	\$ 60M+	28
29 Nixdorf Computer	300 Third Ave., Waltham, MA 02154	617-890-3600	1952	2K—	\$ 160M+	29
30 North Star Computers	14440 Catalina St., San Leandro, CA 94577	415-357-8500	1976	500—	\$ 41M+	30
31 Northern Data Processing	17510 - 102 Ave., Edmonton, Alberta, T5S 1K2	403-483-1162	1973	----	\$ ----	31
32 Northern Technologies	25 Torbay Rd., Markham, Ontario, CD L3R 1G7	416-475-9123	1970	200+	\$ 25M+	32
33 Northern Telecom	1001 E. Arapaho Rd., Richardson, TX 75081	214-234-5300	1982	8K+	\$ ----	33
34 Northern Telecom IOS Division	Data Park, Minneapolis, MN 55440	612-932-8000	1978	1K+	\$ 247M+	34
35 NorthWest Software Associates	12411 E. Mansfield, Spokane, WA 99216	509-928-2361	----	10—	\$ ----	35
36 Novation	20409 Prairie St., Chatsworth, CA 91311	213-996-5060	1967	200—	\$ 20M+	36
37 Novell	1170 N. Industrial Park Dr., Orem, UT 84057	801-226-8202	1983	50+	\$ 4M+	37
38 NU Data	32 Fairview Ave., Little Silver, NJ 07739	201-842-5757	1971	20+	\$ 2M+	38
39 Number Nine Computer	691 Concord Ave., Cambridge, MA 02138	617-492-0999	1982	10—	\$ 1M—	39
40 Ohio Scientific	6515 Main St., Trumbull, CT 06611	203-268-3116	1975	50+	\$ 20M+	40
41 OKI Electronics of America	5901-B Peachtree-Dunwoody, Atlanta, GA 30328	300-554-3112	----	200+	\$ ----	41
42 Olympia USA	Rt. 22, Box 22, Somerville, NJ 08876	201-722-7000	1968	200+	\$ ----	42
43 Omni Computer Systems	P.O. Box 162, Chestnut Hill, MA 02167	617-825-6700	----	---	\$ ----	43
44 Omnidata	5717 Corsa Ave., Westlake Village, CA 91362	213-991-5810	1978	100+	\$ ----	44
45 Omnipax Computer Stores	968 James St., Syracuse, NY 13203	315-424-0513	1979	10+	\$ 1M+	45
46 Omnitec Data	2405 South 20th St., Phoenix, AZ 85034	602-258-8244	1964	40+	\$ 2.5M+	46
47 Omnitech	880 Wellington St., Ottawa, Ont K1R 6K7	613-232-1747	1978	50—	\$ 4M+	47
48 On-Line Software International	Fort Lee Exec Pk, 2 Exec Dr., Ft Lee, NJ 07024	201-592-0009	1969	200+	\$ 13M+	48
49 Ontel	250 Crossway Park Dr., Woodbury, NY 11797	516-364-2121	1974	500+	\$ 150M+	49
50 Onyx Systems	25 E. Trimble Rd., San Jose, CA 95131	408-946-6330	1979	500+	\$ 74M+	50

## Vendor Directory

	Distributed Systems	Office Automation	PCs/User-Programmable Terminals	Other Telephone Systems	Telephone Equipment	Alpha Display Terminals/Systems	Graphic Display Terminals	Facsimile Terminals	Batch/RIE Terminals	Local Networks	Comm Proc./Packet or Message Switches	Modems & Assoc. Equipment	Data Switches/Port Selectors	Gateways/PADs/Protocol Converters	Data Encryptions/Decryptions	Voice Digitizers/VOD	Communications Test Equipment	Patching/Switching Equipment	Network Control/Mgmt/Perf Systems	Carrier Services	Value-Added Networks	Electronic/Voice Mail & Fax Serv.	Satellite Equipment	Fiber Optic Equipment	Comm Consult/Software	Sales/Leasing Firms		
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				(K=1,000)	(K=\$1,000; M=\$1,000,000)	
1 Optelecom	15940 Luanne Dr., Gaithersburg, MD 20877	301-840-2121	1972	20+	\$ 2M+	1
2 Optical Information Systems	350 Executive Blvd., Elmsford, NY 10523	914-345-5850	1977	100-	\$ ----	2
3 Orchid Technology	47790 Westinghouse Dr., Fremont, CA 94539	415-490-8586	1982	50-	\$ 5M+	3
4 Orion Software	400-2 Totten Pond Rd., 200, Waltham, MA 01254	617-890-2223	1982	---	\$ ----	4
5 P.S.	514 South 9 St., Moorhead, MN 56560	218-233-7894	1971	20-	\$ 2M-	5
6 Pacific Software Manufacturing	2608 8th St., Berkeley, CA 94710	415-540-5000	1980	20+	\$ ----	6
7 Pacnet	8321 Lemmon Ave., Dallas, TX 75209	214-353-0396	1979	20+	\$ 5M+	7
8 Panafax	10 Melville Park Rd., Melville, NY 11747	513-420-0055	1977	500-	\$ ----	8
9 Panasonic Consumer Products	One Panasonic Way, Secaucus, NJ 07094	201-348-7000	1972	1K+	\$ ----	9
10 Panasonic Industrial	One Panasonic Way, Secaucus, NJ 07094	800-222-0584	1982	1K-	\$ ----	10
11 Paradyne	8550 Ulmerton Rd., Box 1347, Largo, FL 33540	813-530-2000	1969	3K+	\$ 230M+	11
12 Paragon Technology	2199 Norse Dr., Pleasant Hill, CA 94523	415-676-4741	1982	20+	\$ 4M-	12
13 Paramin	31 Washington St., Wellesley Hills, MA 02181	617-235-0495	1974	50+	\$ 4M+	13
14 PC/M Bubbl-Tec	6800 Sierra Court, Dublin, CA 94568	415-829-8700	1978	20-	\$ ----	14
15 PCE Systems	4219 S. Market Court, Sacramento, CA 95834	916-921-5454	1977	20+	\$ 2M-	15
16 PDS Technologies	2000 Black Rock Tpke., Fairfield, CT 06430	203-366-4089	1962	50+	\$ ----	16
17 Peca	592 Winks Lane, Bensalem, PA 19020	215-245-1550	1968	20+	\$ 1M-	17
18 Pegasus Data Systems	Lackland Dr., S. Middlesex, NJ 08846	201-356-9200	1965	50-	\$ 3M-	18
19 Penril	207 Perry Pkwy., Gaithersburg, MD 20877	301-921-8600	1968	200+	\$ 17M+	19
20 Percom Data	11220 Pagemill Rd., Dallas, TX 75243	214-340-5800	1976	200-	\$ 10M+	20
21 Performance Software	1009 Sycamore Sq., Midlothian, VA 23113	804-794-1012	1981	10-	\$ ----	21
22 Peripheral Systems	1000 Lincoln Dr., Bldg. A, Marlton, NJ 08053	609-983-7300	1977	10+	\$ ----	22
23 Peripheral Technology	14784 Northeast 95th, Redmond, WA 98052	206-881-6691	1980	20+	\$ 1M+	23
24 Periphonics	4000 Veterans Memorial Hwy, Bohemia, NY 11716	516-467-0500	1969	200+	\$ ----	24
25 Peritek	5550 Redwood Rd., Oakland, CA 94619	415-531-6500	1979	---	\$ ----	25
26 Perkin-Elmer	360 Rt. 206 S, Flanders, NJ 07836	201-584-1400	---	---	\$ 100K-	26
27 Perkin-Elmer	2 Crescent Place, Oceanport, NJ 07757	201-870-4712	1938	14K+	\$ 999M+	27
28 Perle Systems	360 Tapscott Rd., Scarborough, Ont M1B 3C4	416-299-4999	1975	50+	\$ ----	28
29 PERQ Systems	2600 Liberty Ave., Pittsburgh, PA 15230	412-621-6250	1974	200+	\$ ----	29
30 Perry Data Systems	3401 Spring Forest Rd., Raleigh, NC 27604	919-876-8100	1967	20+	\$ 4M+	30
31 Personal Micro Computers	475 Ellis St., Mountain View, CA 94043	415-962-0220	1969	---	\$ ----	31
32 Pertec Computer	17112 Armstrong Ave., Irvine, CA 92714	714-660-0488	1979	500+	\$ ----	32
33 Phalo	9240 Deering Ave., Chatsworth, CA 91311	213-998-3177	1943	500+	\$ ----	33
34 Phase One Systems	7700 Edgewater Dr., Oakland, CA 94621	415-562-8085	1977	50-	\$ 3M-	34
35 PHAZE Information Machines	7650 E. Redfield Rd., Scottsdale, AZ 85260	602-991-6855	1982	50+	\$ ----	35
36 Philips Information Systems	4040 McEwen, Dallas, TX 75234	214-386-5580	1976	500+	\$ 62M+	36
37 Phoenix Computer Graphics	1309 Pinhook Rd., Lafayette, LA 70503	318-234-0063	1976	20-	\$ ----	37
38 Phoenix Data	3384 W. Osborn Rd., Phoenix, AZ 85017	602-278-8528	1968	50+	\$ 3M-	38
39 Phoenix Microsystems	8290 Whitesburg Dr., Huntsville, AL 35802	205-881-2173	1977	20+	\$ 5M+	39
40 Phone 1	461 N. Mulford Rd., Rockford, IL 61107	815-397-8110	1976	10+	\$ 2M-	40
41 Piiceon	1991 Concourse Dr., San Jose, CA 95131	408-946-8030	1977	50-	\$ 4M-	41
42 Pirelli Cable	2 Tower Dr., Wallingford, CT 06492	203-265-5533	1950	100+	\$ 8M+	42
43 Pitney Bowes	Wheeler Dr., Stamford, CT 06926	800-621-5199	1920	26K+	\$ 999M+	43
44 Pixel Computer	260 Fordham Rd., Wilmington, MA 01887-2167	617-657-8720	1983	---	\$ ----	44
45 Plainview Electronics	28 Cain Dr., Plainview, NY 11803	516-249-6677	1975	10-	\$ 1M+	45
46 Plantronics	345 Encinal St., Santa Cruz, CA 95060	408-426-5858	1961	500-	\$ ----	46
47 Plantronics/PC+ Products	1751 McCarthy Blvd., Milpitas, CA 95035	408-945-8711	1983	20-	\$ 12M+	47
48 Plessey Peripheral Systems	17466 Daimler, Irvine, CA 92714	714-540-9945	1969	---	\$ ----	48
49 Plexus Computers	2230 Martin Ave., Santa Clara, CA 95050	408-988-1755	1980	100+	\$ ----	49
50 Pnambic Systems	3211 15th Ave., W, Seattle, WA 98119	206-282-0199	1981	10-	\$ 200K+	50

## Vendor Directory

	Distributed Systems	Office Automation	PCs/User-Programmable Terminals	Other Telephone Systems	Alpha Display Terminals/Systems	Graphic Display Terminals/Systems	Facsimile Terminals	Batch/RJE Terminals	Local Networks	Comm Proc./Packet or Message Switchs	Modems & Assoc. Equipment	Multiplexers	Data Switches/Port Selectors	Gateways/PADs/Protocol Converters	Data Encryptors/Decryptors	Voice Digitizers/expanders	Communications Test Equipment	Patching/Switching Equipment	Carrier Services	Network Control/Mgmt/Perf Systems	Value-Added Networks	Electronic/Voice Mail & Fax Serv	Satellite Equipment	Fiber Optic Equipment	Comm Consult/Software	Sale/Leasing Firm
1	—	—	—	—	—	—	—	—	● ●	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	1
2	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	2
3	—	—	●	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	3
4	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	4
5	●	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	5
6	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	6
7	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	7
8	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	8
9	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	9
10	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	10
11	●	●	—	—	—	●	—	—	—	● ● ●	—	—	—	—	—	● ●	—	—	—	—	—	—	—	—	—	11
12	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	12
13	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	13
14	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	14
15	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	15
16	—	●	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	16
17	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	17
18	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	18
19	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	19
20	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	20
21	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	21
22	—	●	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	22
23	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	23
24	—	—	—	●	—	—	—	●	—	—	—	—	—	—	—	—	●	—	—	—	—	●	—	—	—	24
25	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	25
26	—	—	—	●	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	26
27	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	27
28	—	—	—	—	●	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	●	—	—	28
29	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	29
30	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	30
31	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	31
32	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	32
33	—	—	—	—	—	—	—	—	● ●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	33
34	—	—	—	—	—	—	—	—	—	● ●	—	—	—	—	—	—	—	—	—	—	●	—	—	—	34	
35	—	●	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	35
36	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	36
37	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	37
38	—	—	—	—	●	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	38
39	—	—	—	—	—	●	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	39
40	—	—	—	—	—	—	●	—	—	—	—	—	—	—	●	—	—	—	—	—	●	—	—	—	—	40
41	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	41
42	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	42
43	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	43
44	—	●	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	44
45	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	45
46	—	●	—	—	—	—	●	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	46
47	—	—	—	●	—	—	—	●	—	—	—	—	—	—	●	—	—	—	—	—	●	—	—	—	—	47
48	●	—	—	—	●	—	—	—	●	—	—	—	—	—	●	—	—	—	—	●	●	●	—	—	—	48
49	—	—	—	—	—	●	—	—	●	—	—	—	—	—	●	—	—	—	—	●	●	●	—	—	—	49
50	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	50

## Vendor Directory

COMPANY	Address	Telephone Number	Year Founded	Number of Employees (K=1,000)	Gross Sales (K=\$1,000; M=\$1,000,000)
1 Point 4 Data	2569 McCabe Way, Irvine, CA 92714	714-863-1111	1969	100+	\$ 12M+ 1
2 Polaris Microcomputers	7277 Hayvenhurst Ave., Van Nuys, CA 91406	213-989-5111	1978	20+	\$ ---- 2
3 Poly-Optical Products	1815 E. Carnegie Ave., Santa Ana, CA 92705	714-957-9286	1967	50+	\$ ---- 3
4 PolyComputers	3822 E. LaPalma, Anaheim, CA 92807	714-632-0144	1982	10+	\$ 3M+ 4
5 Polygon Associates	9 American Ind Dr., St. Louis, MO 63043	314-576-7709	1978	10-	\$ ---- 5
6 PolyMorphic Systems	5330 Debbie Rd., Santa Barbara, CA 93111	805-967-0468	1975	50-	\$ 8M+ 6
7 Porta Data	115 Cuttermill Rd., Great Neck, NY 11021	516-829-4900	1981	10+	\$ 1M+ 7
8 Portable Computer Support Group	11035 Harry Hinges Blvd., Dallas, TX 75229	214-351-0564	1983	10+	\$ ---- 8
9 Potomac Micro-Magic	5201 Leesburg Pike, Falls Church, VA 22041	703-379-9660	1977	10-	\$ 1M+ 9
10 Pragmatic Design	950 Venecia Ave., Sunnyvale, CA 94086	408-736-8670	1979	50-	\$ 3M+ 10
11 Pragmatronics	2015 10th St., Boulder, CO 80302	303-444-2600	1979	10-	\$ 200K+ 11
12 Precision Monolithics	1500 Space Park Dr., Santa Clara, CA 95050	408-727-9222	1969	500+	\$ ---- 12
13 Prentice	266 Caspian Dr., Sunnyvale, CA 94086	408-734-9810	1969	200-	\$ 12M+ 13
14 Prime Computer	Prime Park MS15-11, Natick, MA 01760	617-655-8000	1971	5K+	\$ 436M- 14
15 Princeton Electronic Products	P.O. Box 101, N. Brunswick, NJ 08902	201-297-4448	1968	---	\$ ---- 15
16 Printer Terminal Communications	124 Tenth St., P.O. Box 535, Ramona, CA 92065	619-789-5200	1977	20-	\$ 1M+ 16
17 Processing Innovations	10471 S. Brookhurst, Anaheim, CA 92804	714-535-8161	1975	10-	\$ 200K+ 17
18 Product Associates	465 Convention Way, Redwood City, CA 94063	415-364-3121	1976	10+	\$ 1M+ 18
19 Prolink	5757 Central Ave., Boulder, CO 80301	303-447-2800	1980	50+	\$ ---- 19
20 Pronto Computers	3170 Kashiwa St., Torrance, CA 90505	213-539-6400	1982	50-	\$ ---- 20
21 Proteon	24 Crescent St., Waltham, MA 02154	617-894-1980	1972	50-	\$ 2M- 21
22 Protocol Computers	6150 Canoga Ave., Woodland Hills, CA 91367	213-716-5500	1980	50+	\$ 13M+ 22
23 PsiTech	2842-C Walnut Ave., Tustin, CA 92680	714-730-0981	1980	20+	\$ ---- 23
24 Pulsecom	5714 Columbia Pike, Falls Church, VA 22041	703-998-4300	1963	200+	\$ ---- 24
25 Pyramid Technology	1295 Charleston Rd., Mountain View, CA 94043	415-965-7200	1981	200+	\$ ---- 25
26 QDP Computer Systems	10330 Brecksville Rd., Cleveland, OH 44141	216-526-0838	1978	---	\$ 2M- 26
27 QSR Service	1029 Teaneck Rd., Teaneck, NJ 07666	201-837-3977	1981	10+	\$ ---- 27
28 Quadram	4355 International Blvd., Norcross, GA 30093	404-923-6666	1981	200+	\$ ---- 28
29 Quadrex Word Processing Systems	4770 Kent Ave., Montreal, Quebec, H3W 1H2	514-731-7551	1981	10+	\$ ---- 29
30 Quadstar	14951 Dallas Pkwy., Dallas, TX 75240	214-980-9601	1976	100+	\$ 5M+ 30
31 Quality Electrical	785 Main St., Clinton, MA 01510	617-365-7355	1971	20-	\$ 1M+ 31
32 Quasar	9401 W. Grand Ave., Franklin Park, IL 60131	312-451-1200	1975	200+	\$ 1M- 32
33 Quasitronics	211 Vandale Dr., Houston, PA 15342	412-745-2663	1971	50-	\$ 2M+ 33
34 Quay	22 Meridian Rd., Eatontown, NJ 07724	201-542-7340	1975	20-	\$ 7M+ 34
35 Quazon	3330 Keller Springs, Carrollton, TX 75006	214-385-9200	1982	50+	\$ ---- 35
36 Quentin Research	9207 Eton Ave., Chatsworth, CA 91311	213-709-6500	1979	50+	\$ 6M+ 36
37 Questronics	3565 South West Tmpl, Salt Lake City, UT 84115	801-262-9923	1972	10-	\$ 1M+ 37
38 Qume	2350 Qume Dr., San Jose, CA 95131	408-942-4000	1973	3K+	\$ 225M+ 38
39 QWINT Systems	3693 Commercial Ave., Northbrook, IL 60062	312-498-5060	1974	100+	\$ 5M+ 39
40 Qytel	535 Fifth Ave., New York, NY 10017	212-684-0146	1975	50-	\$ 30M- 40
41 Q1	125 Ricefield Lane, Hauppauge, NY 11787	516-543-7800	1969	20+	\$ 2M+ 41
42 R. C. Electronics	5386 D Hollister Ave., Santa Barbara, CA 93111	805-964-6708	1981	10+	\$ 1M- 42
43 Rabbit Software	One Great Valley Pkwy., E, Malvern, PA 19355	215-647-0440	1982	20+	\$ ---- 43
44 Racal-Dana Instruments	4 Goodyear St., Irvine, CA 92713	714-859-8999	1956	500+	\$ 20M+ 44
45 Racal-Milgo	8600 Northwest 41st St., Miami, FL 33166	305-592-8600	1955	3K+	\$ 200K+ 45
46 Racal-Redac	4 Lyberty Way, Westford, MA 01886	617-692-4900	1969	100+	\$ 15M+ 46
47 Racal-Telesystems	410 N. Michigan Ave., Chicago, IL 60611	312-329-0700	1974	50-	\$ 4M+ 47
48 Racal-Vadic	1525 McCarthy Blvd., Milpitas, CA 95035	408-946-2227	1969	1K-	\$ 90M+ 48
49 Radio Shack	1800 One Tandy Center, Fort Worth, TX 76102	817-390-3011	1921	20K+	\$ 999M+ 49
50 Rair Microcomputer	4101 Burton Dr., Santa Clara, CA 95050	408-988-1790	1974	100+	\$ 24M+ 50

## Vendor Directory

	Distributed Systems	Office Automation	PCs/User-Programmable Terminals	Other Telephone Systems	Alpha Display Terminals/Systems	Graphic Display Terminals	Facsimile Terminals	Teletypewriter Terminals	Batch/RE Terminals	Local Networks	Comm Proc/Assoc Equipment	Switches/Port Selectors	Gateways/PADs/Protocol Converters	Date Encoders/Decoders	Modems & Expanders	Communications Test Equipment	Patching/Switching Equipment	Network Control/Mgmt/Per Systems	Carrier Services	Value-Added Networks	Electronic/Voice Mail & Fax Serv	Satellite Equipment	Fiber Optic Equipment	Communication Software	Comm Consult/Contractors
1	●	—	●	—	—	—	—	—	—	●	●	—	—	—	—	—	—	—	—	—	—	—	—	—	1
2	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	2
3	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	3
4	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	4
5	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	5
6	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	6
7	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	7
8	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	●	—	—	—	—	8
9	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	9
10	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	10
11	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	11
12	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	12
13	—	—	—	—	—	—	—	—	—	—	●	●	—	—	—	—	—	—	—	—	—	—	—	—	13
14	●	●	—	—	—	●	●	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	14
15	—	—	—	—	—	●	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	15
16	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	16
17	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	17
18	●	●	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	18
19	●	●	—	●	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	19
20	—	—	●	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	20
21	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	21
22	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	22
23	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	23
24	—	—	—	—	—	—	—	●	●	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	24
25	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	25
26	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	26
27	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	27
28	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	28
29	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	29
30	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	30
31	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	31
32	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	●	—	—	—	—	—	32
33	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	33
34	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	34
35	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	35
36	—	—	—	—	—	—	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	36
37	—	—	—	—	—	●	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	37
38	—	—	—	—	—	●	●	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	38
39	—	—	—	—	—	—	●	●	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	39
40	—	—	—	—	—	—	—	●	●	●	—	—	—	—	—	—	—	—	●	—	—	—	—	—	40
41	—	—	●	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	41
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## Vendor Directory

COMPANY	Address	Telephone Number	Year Founded	Number of Employees (K=1,000)	Gross Sales (K=\$1,000; M=\$1,000,000)	
					1979	1980
1 Ramcom Systems	4121 Redwood Ave., Los Angeles, CA 90066	213-827-4432	1979	10—	\$	— 1
2 Ramtek	2211 Lawson Lane, Santa Clara, CA 95050	408-988-2211	1971	500+	\$	— 2
3 Rapicom	7 Kingsbridge Rd., Fairfield, NJ 07006	201-575-6010	1974	500+	\$	— 3
4 Raster Graphics	P.O. Box 23334, Tigard, OR 97223	503-620-2241	1978	10+	\$	— 4
5 Raster Technologies	9 Executive Park Dr., N. Billerica, MA 01862	617-667-8900	1981	---	\$	— 5
6 Raycom Systems	6395 Gunpark Dr., Boulder, CO 80301	303-530-1620	1981	20+	\$	— 6
7 Raytheon Data Systems	115 Norwood Park, S, Norwood, MA 02062	617-762-6700	1971	4K+	\$	— 7
8 RCA Cylix Commun Network	800 Ridge Lake Blvd., Memphis, TN 38119-9403	901-761-1177	1976	200+	\$	— 8
9 RCA Global Communications	201 Centennial Ave., Piscataway, NJ 08854	201-885-4090	1919	2K—	\$200M+	— 9
10 RCA Microcomputer Products	New Holland Ave., Lancaster, PA 17604	717-397-7661	1978	---	\$	— 10
11 ReadiWare Systems	18 Quail Dr., Ridgefield, CT 06877	203-431-3521	1983	10—	\$ 200K+	11
12 Redding Group	609 Main St., Ridgefield, CT 06877	203-329-8874	1978	20—	\$	— 12
13 Regency Systems	1610 Interstate Dr., Champaign, IL 61820	217-398-8067	1978	50—	\$ 1M+	13
14 Relational Technology	2855 Telegraph Ave., Berkeley, CA 94705	415-845-1700	1980	100—	\$ 4M+	14
15 Reliance Used Computer	1712 Erie Blvd., E, Syracuse, NY 13210	315-476-3000	1978	10—	\$ 1M+	15
16 Remanco Systems	7 Banigan Dr., Toronto, Ontario, CD M4H 1G4	416-429-6771	1976	---	\$	— 16
17 Remark Datacom	148 New York Ave., Halesite, NY 11743	516-423-3237	1978	10+	\$	— 17
18 Remote Data Systems	14640 W. Greenfield Ave., Brookfield, WI 53005	414-782-3777	1974	20—	\$ 1M—	18
19 RemTech	2603 Artie St., Huntsville, AL 35805	205-536-8581	1970	20—	\$ 1M—	19
20 Renex	6901 Old Keene Mill Rd., Springfield, VA 22150	703-451-2200	1975	20+	\$ 5M+	20
21 Reynolds & Reynolds	P.O. Box 1005, Dayton, OH 45401	513-443-2000	1866	3K+	\$ 212M+	21
22 RFL Industries	Powerville Rd., Boonton, NJ 07005	201-334-3100	1922	500—	\$ 14M+	22
23 RGTI Systems Software	One Penn Plaza, New York, NY 10001	212-695-5001	1971	20+	\$	— 23
24 Rianda Electronics	2535 Via Palma, Anaheim, CA 92801	714-995-6552	1976	20+	\$ 3M+	24
25 Ridge Computers	2451 Mission Clg Blvd, Santa Clara, CA 95054	408-986-8500	1980	50+	\$ 4M+	25
26 Rixon	2120 Industrial Pkwy, Silver Spring, MD 20904	301-622-2121	1953	500+	\$ 69M+	26
27 Rockwell International	4311 Jamboree Rd., Newport Beach, CA 92660	714-833-4700	1968	---	\$	— 27
28 Rockwell-Collins	P.O. Box 10462, Dallas, TX 75207	214-996-2336	---	---	\$	— 28
29 Rohr Associates	P.O. Box 27040, Philadelphia, PA 19118	215-836-2200	1979	10—	\$ 2M—	29
30 ROLM	4900 Old Ironsides Dr., Santa Clara, CA 95050	408-986-1000	1969	7K+	\$ 504M+	30
31 Roshell Ivri Software	73 Cornwall Rd., Glen Rock, NJ 07452	201-444-0917	1978	10—	\$ 1M—	31
32 Rothenberg Information Systems	444 Castro St., Mountain View, CA 94041	415-965-7380	1978	20+	\$ 2M+	32
33 Royal Business Machines	500 Day Hill Rd., Windsor, CT 06095	203-683-2222	1904	2K+	\$	— 33
34 Ruf	1533 E. Spruce, Olathe, KS 66061	913-782-8544	1976	20+	\$ 3M—	34
35 RVS Electronics	Crystal Run Rd., Middletown, NY 10940	914-692-2703	1979	10+	\$	— 35
36 Saber Laboratories	577 Tenth St., San Francisco, CA 94103	415-431-4707	1965	10—	\$ 200K+	36
37 SAI Technology	4060 Sorrento Vly Blvd., San Diego, CA 92121	619-452-9150	1975	200+	\$ 16M+	37
38 Santa Clara Systems	1860 Hartog Dr., San Jose, CA 95131	408-287-4640	1980	---	\$	— 38
39 Sanyo Business Systems	51 Joseph St., Moonachie, NJ 07074	201-440-9300	1978	100+	\$ 50M+	39
40 Satellite Business Systems	8283 Greensboro Dr., McLean, VA 22102	703-442-5545	1975	2K+	\$	— 40
41 Saturn Systems	6875 Washington Ave, S, Minneapolis, MN 55435	612-944-2452	1978	10+	\$ 1M—	41
42 Scenic Computer Systems	12314 Scenic Dr., Edmonds, WA 98020	206-745-6804	1981	10—	\$	— 42
43 Schafer Co. Software Services	2737 77th Ave., SE, Mercer Island, WA 98040	206-232-2740	1976	10—	\$ 100K—	43
44 Schneider Instrument	8115 Camargo Rd., Cincinnati, OH 45243	513-561-6803	1966	20+	\$ 1M—	44
45 Scientific Data Systems	344 Main St., Venice, CA 90291	213-390-8673	1977	50+	\$ 6M+	45
46 Scientific Machines	2636 Walnut Hill Lane, Dallas, TX 75229	214-357-9343	1974	50+	\$	— 46
47 Scientific Micro Systems	777 E Middlefield Rd, Mountain View, CA 94043	415-964-5700	1970	200+	\$ 25M+	47
48 Scientific-Atlanta	One Technology Pkwy., Atlanta, GA 30348	404-441-4000	1952	5K—	\$ 327M+	48
49 Scion	12310 Pinecrest Rd., Reston, VA 22091	703-476-6100	---	---	\$ 100K—	49
50 Scitec	811 Aquidneck Ave., Middletown, RI 02840	401-849-4353	1978	50+	\$ 5M—	50

## Vendor Directory

## Vendor Directory

COMPANY	Address	Telephone Number	Year Founded	Number of Employees (K=1,000)	Gross Sales (K=\$1,000; M=\$1,000,000)
1 Scott Instruments	1111 Willow Springs Dr., Denton, TX 76205	817-387-9514	1978	20+	\$ 200K+
2 Scott-Thompson	7 Westchester Plaza, Elmsford, NY 10523	914-592-3515	1973	10-	\$ 1M-
3 Scriptomatic	2030 Upland Way, Philadelphia, PA 19131	215-878-9600	---	---	\$ 100K-
4 SD Systems	10111 Miller Rd., Dallas, TX 75238	214-340-0303	1977	100+	\$ 5M+
5 Sealectro	225 Hoyt St., Mamaroneck, NY 10543	914-698-5600	1952	2K-	\$ 45M+
6 Seattle Computer Products	1114 Industry Dr., Seattle, WA 98188	206-575-1830	1977	50+	\$ 4M+
7 Second Source Computers	14762 Bentley Circle, Tustin, CA 92680	714-832-7724	1976	50+	\$ 7M+
8 Seiko	1623 Buckeye Dr., Milpitas, CA 95035	408-943-9100	---	---	\$ 100K-
9 Seiscor	P.O. Box 1590, Tulsa, OK 74102	918-252-1578	1958	500+	\$ ---
10 Selanar	437-A Aldo Ave., Santa Clara, CA 95050	408-727-2811	1972	50-	\$ 10M+
11 Sentinel Computer	9902 Carver Rd., Cincinnati, OH 45242	513-984-6622	1978	50-	\$ ---
12 Shaffstall	7901 East 88th St., Indianapolis, IN 46250	317-842-2077	1974	50-	\$ 5M-
13 Shared Systems Technologies	Rt. 7 South, Box 163, Bennington, VT 05201	802-442-8008	1979	10-	\$ ---
14 Sherwood Digital Electronics	2252 S 3600 West, Salt Lake City, UT 84119	801-972-3453	1977	10-	\$ 2M+
15 Shure Brothers	222 Hartrey Ave., Evanston, IL 60204	312-866-2200	1925	---	\$ ---
16 Sidereal	9600 S.W. Barnes Rd., Portland, OR 97225	503-297-5531	1971	200+	\$ ---
17 Siecor	489 Siecor Pike, Hickory, NC 28603	704-328-2171	1980	2K-	\$ ---
18 Siemens Communication Systems	186 Wood Ave., S, Iselin, NJ 08830	201-321-3400	1847	---	\$ ---
19 Siemens Communication Systems	5500 Brkn Snd Pkwy., NW, Boca Raton, FL 33431	305-994-8100	1847	99K+	\$ 999M+
20 Sierra Electronic	3885 Bohannon Dr., Menlo Park, CA 94025	415-321-5374	1947	---	\$ 15M+
21 Sigma Design	7306 S. Alton Way, Englewood, CO 80112	303-773-0666	1975	100-	\$ 6M+
22 Sigma Information Systems	1420 E. Katella Ave., Anaheim, CA 92805	714-937-5272	1980	20+	\$ 6M+
23 Sigma Systems	7221 NW 11th Place, Plantation, FL 33313	305-581-8361	1968	10-	\$ 200K+
24 Signal Processing Systems	223 Crescent St., Waltham, MA 02154	617-891-0400	1970	20+	\$ 3M+
25 Silicon Systems	14351 Myford Rd., Tustin, CA 92680	714-731-7110	1972	200+	\$ 16M+
26 SIS, Inc.	5950 W. Broad St., Richmond, VA 23230	804-288-6263	1965	20-	\$ 2M+
27 SKS Computers	4093 Leap Rd., Hilliard, OH 43026	614-876-8668	1982	---	\$ ---
28 Small Business Systems Group	6 Carlisle Rd., Westford, MA 01886	617-692-3800	1977	20-	\$ ---
29 SMC Seicom Computer Systems	981 Rt. 22, Bridgewater, NJ 08807	201-685-0070	1982	100+	\$ ---
30 Smoke Signal Broadcasting	31336 Via Colinas, Westlake Village, CA 91362	213-889-9340	1977	50-	\$ ---
31 Sofstatas International	575 Madison Ave., New York, NY 10022	212-605-0269	1980	---	\$ ---
32 Software & Communication Concepts	11211 Katy Fwy., Houston, TX 77079	713-464-9131	1974	20+	\$ 5M+
33 Software AG of North America	11800 Sunrise Valley Dr., Reston, VA 22091	703-860-5050	1971	200+	\$ 25M-
34 Software Extraordinaire	1507 Queen Anne Ave. N, Seattle, WA 98109	206-282-9422	1981	10-	\$ 200K+
35 Software Management Systems	84 Inverness Circle, E, Englewood, CO 80112	303-741-3179	1976	20+	\$ 4M+
36 Software Products International	10240 Sorrento Valley Rd., San Diego, CA 92121	619-450-1526	1979	100+	\$ ---
37 Software Results	2887 Siver Dr., Columbus, OH 43211	614-267-2203	1975	20+	\$ 3M+
38 Software Sorcery	7927 Jones Branch Dr., McLean, VA 22102	703-471-0572	1981	10-	\$ 100K+
39 The Software Store	706 Chippewa Square, Marquette, MI 49855	906-228-7622	1977	10-	\$ 500K-
40 SOLANA electronics	742-K Genevieve, Solana Beach, CA 92075	619-481-6384	1982	10-	\$ 1M-
41 Solaris Computer	2797 Park Ave., Santa Clara, CA 95050	408-244-6214	1982	20+	\$ 5M+
42 Solid State Systems	1990 Dell Industrial Blvd., Marietta, GA 30067	404-952-2414	1973	200-	\$ ---
43 Solid State Technology	160 New Boston St., Woburn, MA 01801	617-935-3910	1969	20+	\$ ---
44 SONY	1 Sony Dr., Park Ridge, NJ 07656	201-930-1000	---	---	\$ 100K-
45 SONY	9 W. 57th St., New York, NY 10019	212-371-5800	---	---	\$ 100K-
46 Soroc Technology	165 Freedom Ave., Anaheim, CA 92801	714-992-2860	1975	200-	\$ ---
47 Southwest Technical Products	219 W. Rhapsody, San Antonio, TX 78216	512-344-0241	1965	100-	\$ 10M+
48 Southwestern Data System	10761 Woodside Ave., Santee, CA 92071	619-562-3670	1978	10+	\$ 1M+
49 Spartacus Computer	5 Oak Park Dr., Bedford, MA 01730	617-275-4220	1981	50-	\$ 1M+
50 Spectragraphics	10260 Sorrento Valley Rd., San Diego, CA 92121	619-450-0611	1981	100+	\$ ---

## Vendor Directory

	Distributed Systems	Office Automation	PCs/User/Programmable Terminals	Other Telephone Systems	Alpha Display Terminals/Systems	Graphic Display Terminals/Systems	Teletypewriter Terminals	Batch/RJ45 Terminals	Local Networks	Comm Proc./Packet or Message Switchs	Modems & Assoc. Equipment	Data Switches/Port Selectors	Gateways/PADs/Protocol Converters	Data Compressors/Decompressors/Expandors	Voice Digitizers/YOD	Communications Test Equipment	Patching/Switching Equipment	Network Control/Mgmt/Perf. Systems	Carrier Services	Value-Added Networks	Electronic/Voice Mail & Fax Serv.	Satellite Equipment	Fiber Optic Equipment	Comm/Consult/Leasing Firms			
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## Vendor Directory

COMPANY	Address	Telephone Number	Year Founded	Number of Employees (K=1,000)	Gross Sales (K=\$1,000; M=\$1,000,000)
1 Spectravideo	45 S. Service Rd., Plainview, NY 11803	516-420-6990	1982	---	\$ --- 1
2 Spectron	8000 Lincoln Dr., E, Marlton, NJ 08053	609-596-2500	1968	500-	\$ 40M+ 2
3 Spectronics	956 Brush Hollow Rd., Westbury, NY 11590	516-333-4840	1955	100+	\$ --- 3
4 Sperry	P.O. Box 500, Blue Bell, PA 19424	215-542-4011	1962	42K-	\$ 999M+ 4
5 Standard Data	1500 NW 62nd St., Fort Lauderdale, FL 33309	305-776-7177	1979	20-	\$ 5M- 5
6 Standard Engineering	44800 Industrial Dr., Fremont, CA 94538	415-657-7555	1972	50+	\$ 3M+ 6
7 Stanford Telecommunications	2421 Mission Clge Blvd., Santa Clara, CA 95050	408-748-1010	1973	200+	\$ 15M+ 7
8 Starnet Data Systems	1331 W. Evans Ave., Denver, CO 80223	303-935-3566	1921	100+	\$ 12M+ 8
9 STC Systems	4 North St., Waldwick, NJ 07463	201-445-5050	1969	100+	\$ 10M+ 9
10 Stearns Computer Systems	10901 Bren Rd., E, Minneapolis, MN 55440	612-936-2000	1982	100+	\$ 8M+ 10
11 Sterling Software Marketing	7th St., Crkr Bnk Bldg., Sacramento, CA 95814	916-441-7234	1974	50+	\$ 8M+ 11
12 Stratus Computer	17 Strathmore Rd., Natick, MA 01760	617-653-1466	1980	200+	\$ 14M- 12
13 Stromberg-Carlson	2301 Maitland Ctr Pkwy., Maitland, FL 32751	305-660-1660	1983	100-	\$ --- 13
14 Sulcus Computer	Bank and Trust Bldg., Greensburg, PA 15601	412-836-2000	1978	50+	\$ 5M+ 14
15 Sumicom	17862 E. 17th St., Tustin, CA 92680	714-730-6061	1982	---	\$ --- 15
16 Summagraphics	35 Brentwood Ave., Fairfield, CT 06430	203-384-1344	1972	500-	\$ 25M+ 16
17 Summit CAD	5222 FM 1960 W100, Houston, TX 77069	713-440-1468	1978	20-	\$ --- 17
18 Sunset Microsystems	3555 Lomita Blvd., Torrance, CA 90505	213-534-4830	1982	10-	\$ 1M- 18
19 Superset	11035 Roselee St., San Diego, CA 92121	619-452-8665	1978	20+	\$ 2M+ 19
20 SuperSoft	1713 S. Neil St., Champaign, IL 61820	217-359-2112	1977	20+	\$ 2M+ 20
21 Support Systems International	150 S. Second St., Richmond, CA 94901	415-234-9090	1976	100-	\$ 4M+ 21
22 Sydis	410 E. Plumeria, San Jose, CA 95134	408-945-1100	1982	100+	\$ --- 22
23 Sykes Datatronics	159 E. Main St., Rochester, NY 14604	716-325-9000	1968	500+	\$ 43M- 23
24 Symbolics	4 Cambridge Center, Cambridge, MA 02142	617-864-4660	1980	200+	\$ 12M- 24
25 Synapse Computer	801 Buckeye Court, Milpitas, CA 95035	408-946-3191	1980	100+	\$ --- 25
26 Syntrex	246 Industrial Way, W, Eatontown, NJ 07724	201-542-1500	1979	500+	\$ 41M+ 26
27 Syscom	470-B Lakeside Dr., Sunnyvale, CA 94086	408-736-7320	1977	10+	\$ --- 27
28 Systar	1762 Technology Dr., San Jose, CA 95110	408-280-7066	1977	20+	\$ 1M+ 28
29 Systel Computers	2290 N. First St., San Jose, CA 95131	408-262-3999	1980	200-	\$ --- 29
30 System Integrators	1820 Tribute Rd., Sacramento, CA 95678	916-929-9481	1974	200+	\$ 25M+ 30
31 System Software	16302 Sealark, Houston, TX 77062	713-488-8899	1973	20+	\$ 2M+ 31
32 Systems & Programming Int	177 N. Dean St., Englewood, NJ 07631	201-567-3263	1980	20-	\$ --- 32
33 Systems Architects	Thomas Patten Dr., Randolph, MA 02368	617-961-2700	1970	200+	\$ 10M+ 33
34 Systems Concepts of Colorado	2111 Arapahoe, Boulder, CO 80302	303-447-8352	1979	10-	\$ --- 34
35 Systems Research Laboratories	2800 Indian Ripple Rd., Dayton, OH 45440	513-426-6000	1955	1K+	\$ 43M+ 35
36 Systems Strategies	225 West 34th St., New York, NY 10001	212-279-8400	1976	200-	\$ 15M+ 36
37 Systems Strategies Equipment	225 West 34th St., New York, NY 10001	212-279-8400	1980	50-	\$ 5M+ 37
38 Systime	8980-K Rt. 108, Columbia, MD 21045	301-730-4424	1972	1K+	\$ 70M+ 38
39 Sytek	1225 Charleston Rd., Mountain View, CA 94043	415-966-7346	1979	200+	\$ 18M+ 39
40 SYZYGY Computer Systems	482 W. Arrow Hwy., San Dimas, CA 91773	714-592-2851	1979	10+	\$ --- 40
41 T.S.L.I.	11307 Vanowen, North Hollywood, CA 91605	213-769-6772	1964	20+	\$ 1M- 41
42 T-Bar	141 Danbury Rd., P.O. Box T, Wilton, CT 06897	203-834-8368	1959	500+	\$ 30M- 42
43 TAB Products Elec Office Prod	1400 Page Mill Rd., Palo Alto, CA 94304	415-852-2400	1949	1K+	\$ 101M+ 43
44 Tandberg Data	1 Labriola Court, Armonk, NY 10504	914-273-6400	1981	---	\$ --- 44
45 Tandem Computers	19333 Valco Pkwy., Cupertino, CA 95014-2599	408-725-6000	1974	4K+	\$ 418M+ 45
46 Tano	4301 Poche Court, W, New Orleans, LA 70129	504-254-3500	1968	500-	\$ 31M+ 46
47 Tarbell Electronics	950 Dovlen Place, Suite B, Carson, CA 90746	213-538-4251	1976	10+	\$ 1M+ 47
48 Tau-Tron	27 Industrial Ave., Chelmsford, MA 01824	617-256-9013	1968	200+	\$ 15M+ 48
49 TEC, Inc.	2727 N. Fairview Ave., Tucson, AZ 85703	602-792-2230	1958	500+	\$ 21M+ 49
50 Technical Communications	100 Domino Dr., Concord, MA 01742	617-862-6035	1961	100-	\$ 5M+ 50

## Vendor Directory

	Distributed Systems	Office Automation	PCs/User-Programmable	Other Telephone Systems	Alpha Display Terminals	Graphic Display Terminals/Systems	Facsimile Terminals	Teletypewriter Terminals	Batch/BTE Terminals	Local Networks	Comm. Proc./Packet or Message Switch	Modems & Multiplexers	Data Switches/Port Selectors	Gateways/PADs/Protocol Converters	Data Encoders/Decoders	Voice Digitizers/VOD	Communications Test Equipment	Patching/Switching Equipment	Carrier Services	Value-Added Networks	Electronic/Voice Mail & Fax Svcs	Satellite Equipment	Fiber Optic Equipment	Communication Software	Comm Consult/Contractors	Sale/Leasing Firms
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## Vendor Directory

COMPANY	Address	Telephone Number	Year Founded	Number of Employees		Gross Sales (K=\$1,000; M=\$1,000,000)
				(K=1,000)	(K=\$1,000; M=\$1,000,000)	
1 Technology International	200 W. Landstreet Rd., Orlando, FL 32859	305-859-4170	1976	20+	\$ 3M+	1
2 Tecmar	6225 Cochran Rd., Solon, OH 44139	216-349-0600	1974	200+	\$ ----	2
3 Tek-Com	1887 O'Toole Ave., San Jose, CA 95131	408-263-7400	1977	20+	\$ 3M-	3
4 Tekelec	2932 Wilshire Blvd., Santa Monica, CA 90403	213-829-7305	1978	20-	\$ 3M-	4
5 Tektronix	P.O. Box 500, Beaverton, OR 97075	800-452-1877	1946	21K+	\$ 999M+	5
6 Telautograph	8700 Bellanca Ave., Los Angeles, CA 90045	213-641-3690	1888	200+	\$ 35M+	6
7 Tele-Signal	185 Oser Ave., Hauppauge, NY 11787	516-273-3939	1976	100-	\$ 3M+	7
8 Tele/Resources	Northway 10, Exec Pk, Ballston Lake, NY 12019	518-877-8571	1979	100-	\$ ----	8
9 Telecom Canada	160 Elgin St., Room 1150, Ottawa, Ont K1G3J4	613-567-3748	1931	5K+	\$ ----	9
10 Telecom Terminal Systems	3877 Grandview Blvd., Los Angeles, CA 90066	213-390-9494	1968	20+	\$ 2M-	10
11 Telecommunications Techniques	444 N. Frederick Ave., Gaithersburg, MD 20877	301-258-5011	1974	50+	\$ 5M+	11
12 Telecommunications Technology	555 Del Rey Ave., Sunnyvale, CA 94086	408-735-8080	1969	---	\$ ----	12
13 Telefile Computer Products	17131 Daimler St., Irvine, CA 92714	714-557-6660	1970	200-	\$ 12M+	13
14 Telephone Software Connection	P.O. Box 6548, Torrance, CA 90504	213-516-9430	1979	---	\$ ----	14
15 TeleProcessing Products	4565 E. Industrial St., Simi Valley, CA 93063	805-522-8147	1978	100-	\$ 3M+	15
16 Teleram Communications	2 Corporate Park Dr., White Plains, NY 10604	914-694-9270	1973	100-	\$ 9M-	16
17 Teleray	6425 Flying Cloud Dr., Eden Prairie, MN 55344	612-941-3300	1952	200+	\$ 24M+	17
18 TeleSciences	351 New Albany Rd., Moorestown, NJ 08057	609-235-6227	1970	500+	\$ 40M+	18
19 Teleris Systems	21 Alpha Rd., Chelmsford, MA 01824	617-256-2300	1981	200-	\$ ----	19
20 Teletex Communication	3420 E. Third Ave., Foster City, CA 94404	415-341-1300	1981	50-	\$ 17M+	20
21 TeleVideo Systems	1170 Morse Ave., Sunnyvale, CA 94086	408-745-7760	1975	500+	\$ 102M+	21
22 Telex Computer Products	6422 East 41st, Tulsa, OK 74135	918-627-1111	1965	2K+	\$ 200M+	22
23 Tellabs	4951 Indiana Ave., Lisle, IL 60532	312-969-8800	1975	1K+	\$ 57M+	23
24 Telpar	4132 Billy Mitchell Dr., Addison, TX 75001	214-233-6631	1969	50-	\$ 10M+	24
25 Teltone	10801-100-20th Ave., NE, Kirkland, WA 98033	206-827-9626	1968	500-	\$ 35M+	25
26 Terak	14151 N. 76th St., Scottsdale, AZ 85260	602-998-4800	1975	100-	\$ ----	26
27 Term-Tronics	7408 Trade St., San Diego, CA 92121	619-271-1770	1980	20+	\$ ----	27
28 Termcom	5766 Balcones St., Austin, TX 78731	512-451-0221	1980	10-	\$ ----	28
29 Terminal Data	11878 Coakley Circle, Rockville, MD 20852	301-881-7655	1970	20-	\$ 2M-	29
30 Terminal Display Systems	1901 Royal Lane, Dallas, TX 75229	214-869-0000	1973	100-	\$ 10M+	30
31 Tesdata Systems	7921 Jones Branch Dr., McLean, VA 22102	703-827-4000	1972	200+	\$ 15M-	31
32 Texas Instruments	P.O. Box 225012, Dallas, TX 75265	214-995-2011	1930	80K+	\$ 999M+	32
33 Texprint	8 Blanchard Rd., Burlington, MA 01803	617-273-3384	1980	20-	\$ 2M+	33
34 Thomas Engineering	1040 Oak Grove Rd., Concord, CA 94518	415-680-8640	1976	20+	\$ 3M+	34
35 Threshold Technology	1829 Underwood Blvd., Delran, NJ 08075	609-461-9200	1970	20-	\$ 2M+	35
36 TIE/Communications	5 Research Dr., Shelton, CT 06484	203-929-7373	1971	1K+	\$ 171M+	36
37 Time Fiber Communications	358 Hall Ave., Wallingford, CT 06492	203-265-8500	1977	1K+	\$ ----	37
38 Timeplex	400 Chestnut Rdg Rd., Woodcliff Lake, NJ 07675	201-930-4600	1969	500+	\$ 43M+	38
39 TITN	5591 W. 78th St., Edina, MN 55435	612-944-5440	1975	20+	\$ 4M+	39
40 TNW	3444 Hancock St., San Diego, CA 92110	619-296-2115	1977	10-	\$ 500K-	40
41 Tolerant Systems	81 E. Daggett Dr., San Jose, CA 95134	408-946-5667	1982	100-	\$ ----	41
42 Top Down Systems	414 Hungerford Dr., Rockville, MD 20850	301-251-9400	1980	---	\$ ----	42
43 Torch Computers	61 Commerce Way, Woburn, MA 01801	617-935-2575	1981	50+	\$ ----	43
44 Toshiba America	2441 Michelle Dr., Tustin, CA 92680	714-730-5000	1981	100-	\$ 18M+	44
45 Traffacts Computer	3375 Park Ave., Wantagh, NY 11793	516-781-8108	1981	10-	\$ 1M-	45
46 Trane Computer Systems	3600 Pammel Creek Rd., La Crosse, WI 54601	608-787-2000	1913	---	\$ ----	46
47 Trans-Lux	110 Richards Ave., Norwalk, CT 06854	203-853-4321	1920	500+	\$ 27M+	47
48 Transaction Data Systems	5750 Major Blvd., Orlando, FL 32805	305-351-1210	1977	20-	\$ 2M-	48
49 Transcom	101 Locust St., Hartford, CT 06114	203-522-8600	1969	10+	\$ 2M-	49
50 Transend	2190 Paragon Dr., San Jose, CA 95131	408-946-7400	1974	100-	\$ ----	50

## Vendor Directory

	Distributed Systems	Office Automation	PCs/User/Programmable Terminals	Other Telephone Systems	Other Telephone Equipment	Alpha Display Terminals/Systems	Graphic Display Terminals	Facsimile Terminals	Teletypewriter Terminals	Batch/RJE Terminals	Local Networks	Comm Proc./Packet or Message Switches	Modems & Assoc. Equipment	Data Switches/Port Selectors	Gateways/PADs/Protocol Converters	Data Encryptors/Decryptors	Data Compressors/Expandors	Voice Digitizers/VOD	Communications Test Equipment	Patching/Switching Equipment	Network Control/Mgmt/Perf Systems	Carrier Services	Value-Added Networks	Electronic/Voice Mail & Fax Serv	Satellite Equipment	Fiber Optic Equipment	Comm Consult/Software	Sale/Leasing Firms	
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## Vendor Directory

COMPANY	Address	Telephone Number	Year Founded	Number of Employees (K=1,000; M=\$1,000,000)	Gross Sales (K=\$1,000; M=\$1,000,000)
1 Transiac	815 Maude Ave., Mountain View, CA 94043	415-969-0151	1981	20+	\$ 2M+ 1
2 Trantor Systems	4432 Enterprise St., Fremont, CA 94538	415-490-3441	1982	10—	\$ 1M+ 2
3 TRAX Softworks	10801 National Blvd., Los Angeles, CA 90064	213-475-8729	1981	10—	\$ ---- 3
4 Tri-Data	505 E. Middlefld Rd., Mountain View, CA 94043	415-969-3700	1967	100—	\$ 6M+ 4
5 Triangle Management Associates	1260 Windham Rd., Columbus, OH 43220	614-291-7656	1967	10—	\$ 100K— 5
6 Tricom	7304 Grove Rd., Frederick, MD 21707	301-694-6666	1971	20+	\$ 1M+ 6
7 Triformation Systems	3132 S.E. Jay St., Stuart, FL 33494	305-283-4817	1973	50+	\$ 2M+ 7
8 Trompeter Electronics	8936 Comanche Ave., Chatsworth, CA 91311	213-882-1020	1960	100+	\$ 12M+ 8
9 TRT Data Products	3 Depot Place, East Norwalk Court, CT 96855	203-853-2777	1969	20+	\$ ---- 9
10 TRT Telecommunications	1747 Pennsylvania Ave., NW, Wash, DC 20006	202-862-4500	1903	1K—	\$ 100M+ 10
11 Trusco Data Systems	P.O. Box 4418, Atlanta, GA 30302	404-588-8487	1970	200+	\$ 5M— 11
12 TRW	1207 Tappan Circle, Carrollton, TX 75006	214-323-2200	1968	2K—	\$ 43M+ 12
13 TSI International	187 Danbury Rd., Wilton, CT 06897	203-853-2884	1967	200+	\$ 13M+ 13
14 Tuck Electronics	330 Second St., New Cumberland, PA 17070	717-774-0282	1966	20+	\$ ---- 14
15 Tymnet	2710 Orchard Pkwy., San Jose, CA 95134	408-946-4900	1976	500+	\$ 81M+ 15
16 Tymshare	20705 Valley Green Dr., Cupertino, CA 95014	408-446-6000	1966	4K—	\$ 297M+ 16
17 U.S. Digital	5699-D S.E. Int'l Way, Milwaukie, OR 97222	503-654-0668	1983	10—	\$ ---- 17
18 The Ultimate	77 Brant Ave., Clark, NJ 07066	201-388-8800	1978	50+	\$ 50M+ 18
19 Ungermann-Bass	2560 Mission Clge Blvd., Santa Clara, CA 95050	408-496-0111	1979	200+	\$ 25M+ 19
20 Unique Information Systems	221 N. LaSalle, Chicago, IL 60601	312-332-2820	1978	10—	\$ 1M+ 20
21 Unisource Software	71 Bent St., Cambridge, MA 02141	617-491-1264	1983	10+	\$ ---- 21
22 United Information Services	P.O. Box 8551, Kansas City, MO 64114	816-221-9700	1967	1K—	\$ 70M+ 22
23 United States Transmission Sys	1 Whitehall St., New York, NY 10004	800-221-7267	1975	500—	\$ ---- 23
24 United Technologies Lexar	31829 W La Tienda Dr, Westlake Vill, CA 91362	213-706-1000	1975	500—	\$ ---- 24
25 Universal Data Research	2457 Wehrle Dr., Buffalo, NY 14221	716-631-3011	1977	20+	\$ 1M+ 25
26 Universal Data Systems	5000 Bradford Dr., Huntsville, AL 35805	205-837-8100	1970	500+	\$ 40M+ 26
27 Universal Research	150 N. Hill Dr., Brisbane, CA 94005	415-468-4900	1982	20+	\$ 18M+ 27
28 US Robotics	1123 W. Washington, Chicago, IL 60607	312-733-0497	1976	200—	\$ 45M+ 28
29 USDATA	1551 Glenville Dr., Richardson, TX 75081	214-680-9700	1974	50+	\$ 15M+ 29
30 USI International	71 Park Lane, Brisbane, CA 94005	415-468-4900	1971	500—	\$ 50M+ 30
31 Vector Automation	Village of Cross Keys, Baltimore, MD 21210	301-433-4200	1979	50+	\$ ---- 31
32 Vector General	21300 Oxnard St., Woodland Hills, CA 91367	213-346-3410	1969	200+	\$ 20M+ 32
33 Vector Graphic	500 N. Vento Park Rd., Thousand Oaks, CA 91320	805-499-5831	1976	200+	\$ 36M+ 33
34 Vectrix	1416 Boston Rd., Greensboro, NC 27407	919-294-6640	1982	20+	\$ 4M+ 34
35 Ven-Tel	2342 Walsh Ave., Santa Clara, CA 95051	408-727-5721	1975	100+	\$ 18M+ 35
36 Vendata	2944 NW 60th St., Ft Lauderdale, FL 33309	305-975-7500	1979	20+	\$ 3M+ 36
37 Verbex	Two Oak Park, Bedford, MA 01730	617-275-5160	1971	100—	\$ ---- 37
38 Versatec	2710 Walsh Ave., Santa Clara, CA 95051	408-988-2800	1969	1K+	\$ 100M+ 38
39 Versatyme	541 Lakeside Dr., Sunnyvale, CA 94086	408-737-7850	1980	20+	\$ 1M+ 39
40 Versitron	6310 Chillum Place, NW, Wash, DC 20011	202-882-8464	1958	50+	\$ ---- 40
41 Verticom	545 Weddell Dr., Sunnyvale, CA 94089	408-747-1222	1982	20—	\$ 200K+ 41
42 VIA West	534 N. Stone Ave., Tucson, AZ 85705	602-623-5716	1972	20—	\$ 2M+ 42
43 Vickers Instruments	P.O. Box 99, Malden, MA 02148	617-324-0350	1983	26K+	\$ 999M+ 43
44 Victor Data Products	3900 N. Rockwell St., Chicago, IL 60618	312-539-8200	1920	1K+	\$ ---- 44
45 Victor Technologies	380 El Pueblo Rd., Scots Valley, CA 95066	408-438-6680	1980	2K—	\$ ---- 45
46 Videx	1105 N.W. Circle Blvd., Corvallis, OR 97330	503-758-0521	---	---	\$ 100K— 46
47 Virtual Systems	1500 Newell Ave., Walnut Creek, CA 94596	415-935-4944	1970	10—	\$ 500K— 47
48 VisiCorp	2895 Zanker Rd., San Jose, CA 95134	408-946-9000	1978	100+	\$ ---- 48
49 Visionary Electronics	141 Parker Ave., San Francisco, CA 94118	415-751-8811	1982	---	\$ ---- 49
50 Visual Technology	540 Main St., Tewksbury, MA 01876	617-851-5000	1978	500—	\$ 25M+ 50

## Vendor Directory

	Distributed Systems	Office Automation	PCs/User-Programmable Terminals	PBX/Key Telephone Systems	Other Telephone Equipment	Alpha Display Terminals/Systems	Graphic Display Terminals	Facsimile Terminals	Telprinter Terminals	Batch/RF Terminals	Local Networks	Comm Proc/Packet or Message Switchs	Modems & Ascc Equipment	Data Switches/Port Selectors	Gateways/PADs/Protocol Converters	Data Encryptrs/Decryptrs	Voice Digitizers/VOD	Communications Test Equipment	Patching/Switching Equipment	Carrier Services	Value-Added Networks	Electronic Voice Mail & Fax Svry	Satellite Equipment	Fiber Optic Equipment	Comm Consult/Software	Sale/Leasing Firms
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## Vendor Directory

COMPANY	Address	Telephone Number	Year Founded	Number of Employees (K=1,000)	Gross Sales (K=\$1,000; M=\$1,000,000)	
					1	2
1 VM Personal Computing	60 East 42nd St., New York, NY 10165	212-697-4747	1982	10—	\$	--- 1
2 Voice Machine Communications	1000 S. Grand Ave., Santa Ana, CA 92705	714-541-0454	1982	10—	\$	--- 2
3 Voicetek	Box 388, Goleta, CA 93116	805-685-1854	1979	---	\$	--- 3
4 VoiceTek	10 Dedham St., Newton, MA 02161	617-964-8820	1981	20+	\$	--- 4
5 Votan	4487 Technology Dr., Fremont, CA 94538	415-490-7600	1979	50+	\$ 5M+	5
6 Votrax	500 Stephenson Hwy., Troy, MI 48084	313-588-2050	1917	1K—	\$ 60M+	6
7 Wang Laboratories	1 Industrial Ave., Lowell, MA 01851	617-459-5000	1951	25K—	\$ 999M+	7
8 Wave Mate	14009 Crenshaw Blvd., Hawthorne, CA 90250	213-978-8600	1979	10+	\$ 2M+	8
9 Wayman and Associates	217 S. Pacific Cst Hwy., Redondo Bch, CA 90277	213-379-2453	1975	20+	\$	--- 9
10 Weber Marking Systems	711 W. Algonquin Rd., Arlington Hts, IL 60005	312-364-8500	1932	500—	\$	--- 10
11 Western DataCom	5083 Market St., Youngstown, OH 44512	216-788-6583	1982	10+	\$	--- 11
12 Western Digital	2445 McCabe Way, Irvine, CA 92714	714-557-3550	1970	1K—	\$ 40M+	12
13 Western Telecomputing	202 E. Kagy Blvd., Bozeman, MT 59715	406-586-1511	1969	10+	\$ 1M—	13
14 Western Union Telegraph	1 Lake St., Upper Saddle River, NJ 07458	201-825-5906	1851	---	\$	--- 14
15 Westinghouse Electric Mgmt Sys	777 Penn Center Blvd., Pittsburgh, PA 15235	412-825-7000	1970	50—	\$ 4M—	15
16 Westmoreland Systems	228 Park Ave., N, Winter Park, FL 32790	305-645-0040	1981	10+	\$ 2M—	16
17 Wicat Systems	1875 S. State St., Orem, UT 84057	801-224-6400	1977	500+	\$ 27M+	17
18 Wilco Wire & Cable	1523 Arbuckle Ct., Santa Clara, CA 95054	408-727-2040	1976	20+	\$ 3M+	18
19 Wild Hare Computer Systems	P.O. Box 3581, Boulder, CO 80307	303-442-0324	1971	10+	\$ 1M—	19
20 Wilson Laboratories	2237 N. Batavia St., Orange, CA 92665	714-998-1980	1973	20+	\$ 3M+	20
21 Winsource	5 Northway Lane, N, Latham, NY 12201	518-783-1336	1982	50—	\$ 6M+	21
22 Winterhalter	3853 Research Park Dr., Ann Arbor, MI 48104	313-662-2002	1977	20+	\$ 2M—	22
23 Wintex Computer	528 Morse Ave., Schaumburg, IL 60193	312-529-3080	1974	10—	\$ 1M—	23
24 Wordplex	141 Triunfo Cyn Rd., Westlake Vill, CA 91359	213-889-4455	1974	200+	\$	--- 24
25 Wordtronix	9950 West 74th St., Minneapolis, MN 55344	612-941-0400	1981	20+	\$	--- 25
26 World Information Systems	17501 S. Figueroa St., Gardena, CA 90248	213-515-7239	1970	20+	\$ 2M—	26
27 WTI International	777 S. Main St., Orange, CA 92668	714-978-9833	1983	10+	\$ 6M+	27
28 WYSE Technology	3040 N. First St., San Jose, CA 95131	408-946-3075	1980	100+	\$ 7M+	28
29 Xerox	800 Long Ridge Rd., Stamford, CT 06904	203-329-8700	1906	100+	\$ 999M+	29
30 Xitek	11220 Page Mill Rd., Dallas, TX 75243	214-349-2490	1977	10+	\$ 1M—	30
31 Xybion Graphics Systems	240 Cedar Knolls Rd., Cedar Knolls, NJ 07927	201-538-5111	1975	---	\$	--- 31
32 Xycom	750 N. Maple Rd., Saline, MI 48176	313-429-4971	1969	200—	\$	--- 32
33 Xyplex	100 Domino Dr., Concord, MA 01742	617-371-1400	1981	10+	\$	--- 33
34 Xyvision	52 Cummings Park, Woburn, MA 01801	617-938-8095	1982	50+	\$ 3M—	34
35 Zax	2572 White Rd., Irvine, CA 92714	714-474-1170	1980	---	\$	--- 35
36 Zeda Computers	1662 West 820 N., Provo, UT 84601	801-377-9948	1976	50—	\$ 3M+	36
37 Zenith Data Systems	1000 Milwaukee Ave., Glenview, IL 60025	312-391-7000	1979	500+	\$ 100M+	37
38 Zentec	2400 Walsh Ave., Santa Clara, CA 95050	408-727-7662	1973	200+	\$ 23M—	38
39 Zero One Computer	25 Sheer Plaza, Plainview, NY 11803	516-249-0999	---	---	\$ 100K—	39
40 Zia	121 Center Grove Rd., Randolph, NJ 07869	201-540-9341	1980	10—	\$ 1M+	40
41 Zimon Associates	3540 Wilshire Blvd., Los Angeles, CA 90010	213-384-4566	1980	10—	\$ 1M—	41
42 Zink & Katich	1853 Bernice Rd., Lansing, IL 60438	312-895-0880	1970	50—	\$ 1M—	42
43 ZOBEX	7343 Ronson Rd., Suite J, San Diego, CA 92111	619-517-6971	1979	---	\$	--- 43
44 3Com	1390 Shorebird Way, Mountain View, CA 94043	415-961-9602	1979	---	\$	--- 44
45 3M	3M Center Bldg., 220-9W, St. Paul, MN 55144	612-736-0485	1902	87K+	\$ 999M+	45

## Vendor Directory

	Distributed Systems	Office Automation	PCs/User Programmable Terminals	Other Telephone Systems	Alpha Display Terminals/Systems	Graphic Display Terminals	Facsimile Terminals	Batch/RF Terminals	Local Networks	Comm Proc./Packet or Message Switches	Data Switches/Port Selectors	Gateways/PADs/Protocol Converters	Data Encryptors/Decryptors	Voice Digitizers/VOD	Communications Test Equipment	Patching/Switching Equipment	Carrier Services/Equipment	Value-Added Networks	Electronic/Voice Mail	Carrier Equipment	Fiber Optic Equipment	Comm Consult/Software	Sales/Leasing Firms
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